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

Inside this Issue:

• Convention Registration
• Continuing Education Registration
• Medical Gas Certification Registration
• Free Webinars
• President’s Message

January 2020
Take advantage of your member benefits with the State and National PHCC!

- Educational seminars and webinars to improve profitability and efficiency
- 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

605-271-7255
www.sdphcc.org

Not all water heaters are created equal.

Because not all applications are the same.

Unique solutions for every commercial application.
The South Dakota

Pipe Chatter

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

SDAPHCC
707 E 41st St, #220   605-271-7255
Sioux Falls, SD 57105   1-800-640-PHCC (7422)
www.sdphcc.org
Kristie Brunick, Executive Vice President
kristie.phcc@midco.net

Association Officers
- President: Tom Hines, Frisbee Plumbing & Heating - Sioux Falls
- 1st Vice President: Missy Sheesley-Johnson, Action Mechanical Inc - Rapid City
- 2nd Vice President: Ryan Brozik, Winner Plumbing - Winner
- Secretary: Ryan Sheesley, Mitchell Plumbing & Heating - Mitchell
- Treasurer: Andy Bruce, Allied Plumbing & Heating, Inc - Pierre

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2. Jeremy Seeman, Redlinger Bros Plumbing & Heating - Watertown
3. Dan Hartman, Wolff's Plumbing & Heating - Spearfish
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

Medical Gas Certification Course
March 23-26, 2020
Sioux Falls

Please consider these companies who show their support for SDAPHCC by advertising in the Pipe Chatter:

- Dakota Supply Group
- Energy Dynamics, Inc.
- Federated Insurance
- Goodin Company
- G & R Controls
- Northwest Pipe Fittings, Inc.
  Bradford White
  Plumbing & Heating Wholesale, Inc.
  Sioux Falls Winnelson
  T & S Brass

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.
Your GREEN Solution FOR NEUTRALIZATION

Acidic Condensate Neutralizer Kits for:
- Boilers
- Furnaces
- Hot Water Heaters
- Stack Economizers
- Flue Drains

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President’s Message

It’s late afternoon December 31st, New Years Eve. I’m in my office cleaning up a few things before I go home.

It was extremely quiet in the office as most everyone have left for the day.

I found myself reflecting a bit on 2019. We were once again very fortunate to have had another busy year. I will admit that I’m not sorry to see 2019 come to a close.

For me this year presented itself with some tough challenges.

The most recent occurred in the middle of September when our home, that we live in, on Lake Madison, flooded. The damage was extensive and the repairs are still underway. It will probably be 2 months before the house will be ready to move back into.

So, I always start each new year with the optimism that the next year will be better than the last.

I’ve never really been one to make official new years resolutions. But that doesn’t mean I don’t have goals I would like to achieve each year.

At this time every year, I identify with a few things both personally and professionally that I want to improve on. I write them down on the January page of my new monthly calendar book. Then at the end of the year, I go back and grade myself on how well I achieved my goals.

This year I have to say that I didn’t do very well - Partly because of some of the issues I dealt with this year—Partly because I lost focus and didn’t try hard enough.

So, I always view each new year as a fresh opportunity to leave the past behind me and go forward with the attitude and determination to make a positive difference.

My goals for 2020 are much the same as they were in 2019. But my determination to achieve them is much greater. I encourage everybody to use the start of the new year as a fresh opportunity to take yourself to the next level of professionalism and leave any baggage that you’re carrying around in 2019.

Our upcoming state convention in Deadwood this year on February 27 & 28 would be an excellent opportunity to prove your commitment to the industry. You’ll come away from that experience with an even stronger desire to continue to protect the health of our nation like our industry has done for more than 100 years.

I hope everybody had a Merry Christmas, and a Happy New Year! I look forward to seeing many of you in Deadwood!!

- Tom Hines, SDAPHCC 2020 President

Please welcome our newest SDAPHCC Member

Hilti, Inc
James Walsh & Cory Hibbard
810 E 21st St
Yankton, SD 57078
605-366-8482
January 8
Free Webinar (see page 22)

January 15
Convention Sponsorship Deadline

January 15
Free Webinar (see page 21)

January 17
Apprentice Written Contest

January 24
Convention Hotel Reservation Deadline

February 27 & 28
Annual State Convention

February 28
Medical Gas Registration Deadline

March 23-26
Medical Gas Certification Course

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: January 23, 2019 in Pierre
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.
**SDAPHCC Annual Convention**  
**February 27 & 28, 2020**  
**The Lodge at Deadwood**  
**Deadwood, SD**

**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**  
Call 877-393-5634  
Room Rate - $79.00 per night  
Reservation deadline - 1/24/20

### Convention Schedule

#### THURSDAY, FEBRUARY 27

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00am-6:00pm</td>
<td>Registration</td>
</tr>
<tr>
<td>7:30am-9:00am</td>
<td>Breakfast</td>
</tr>
<tr>
<td>8:00am-11:45am</td>
<td>Continuing Education Classes for Plumbing Contractors and HVAC Contractors</td>
</tr>
<tr>
<td>8:00am-5:00pm</td>
<td>Plumbing &amp; HVAC Hands-On Apprentice Contest</td>
</tr>
<tr>
<td>12:00pm-1:30pm</td>
<td>Awards Luncheon featuring new Zone 3 Director Dan Callies</td>
</tr>
<tr>
<td>1:45pm-3:15pm</td>
<td>Seminar: “Identify, Protect, Detect, Respond: Improving Your Cybersecurity Posture”, Eric Eisenbraun, Golden West Technologies</td>
</tr>
<tr>
<td>1:45pm-4:30pm</td>
<td>Spouse Event at Belle Joli Winery</td>
</tr>
<tr>
<td>1:45pm-5:15pm</td>
<td>Vendor Set up</td>
</tr>
<tr>
<td>3:30pm-5:00pm</td>
<td>Seminar: “Accounting and Tax Issues for Contractors”, Cheryl Kenitzer and Mike Dell, Casey Peterson, LTD. CPA’s and Financial Advisors</td>
</tr>
<tr>
<td>5:30pm-6:00pm</td>
<td>Buffet Dinner for Vendors</td>
</tr>
<tr>
<td>6:00pm-9:00pm</td>
<td>Trade Show with Dinner and Cowboy Fast Draw Tournament</td>
</tr>
<tr>
<td>9:00pm-11:00pm</td>
<td>Slot Tournament</td>
</tr>
</tbody>
</table>

#### FRIDAY, FEBRUARY 28

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30am-9:00am</td>
<td>Breakfast</td>
</tr>
</tbody>
</table>
| 8:30am-10:00am | Seminar “An Ounce of Prevention”  
Angela Colbath, Attorney at Law, P.C. |
| 11:30am-1:00pm | Lunch featuring Federated Insurance plus Annual Meeting and Officer Installation |

*Schedule times subject to change*
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

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
ABOUT OUR CONVENTION SPEAKERS

Michael P. Dell, MS, CPA, CTRS is a shareholder of Casey Peterson, Ltd. and has worked in public accounting since 1993. He has built a wealth of knowledge in the business consulting, IRS resolution, tax, and construction arenas. Michael serves as a court-appointed income tax expert in Pennington County, consults and reports on loss of business for insurance companies, has researched and written tax memorandums and opinions, responded to and negotiated with the IRS, Department of Labor, and other agencies, taught financial accounting at the college level and performed countless other duties in the region. A SD native, Michael holds a Bachelor’s degree in Concentration Finance & Real Estate and a Master’s degree in Concentration Taxation and Accounting, both from Colorado State University. He is a member of the American Institute of Public Accountants, the SD Board of Accountancy, the SD CPA Society, the American Society of Tax Problem Solvers, and Black Hills Home Builders.

Cheryl Kenitzer, CPA CFE is a shareholder of Casey Peterson, Ltd. and the manager of the Gillette, WY office. She joined the company after earning her Bachelor of Science in Business Administration with an emphasis in Accounting from Black Hills State University and has since gained 21 years of public accounting experience across many industries and specialties including employee benefit plans, construction, governmental, healthcare, non-profit, tax consulting and fraud examination. Cheryl is a member of the American Institute of Certified Public Accountants, the SD CPA Society, the WY CPA Society and the Association of Certified Fraud Examiners. She is a graduate of Leadership Rapid City and the Gillette Area Leadership Institute.

Angela Colbath, Attorney at Law, P.C., is a respected attorney with several years of legal practice and hundreds of hours of courtroom experience. She has a small law firm with a general civil practice while maintaining a criminal defense practice. Angela has represented hundreds of clients with issues ranging from speeding tickets to murder charges, as well as divorce/custody, contract disputes, landlord/tenant and general business issues. She is a member of the SD State Bar, the US District Court of SD, the SD Criminal Defense Bar, the Pennington County Criminal Defense Bar and the Pennington County Bar Association.

Dan Callies, is a member of the PHCC national Board of Directors and serves as Zone 3 Director which covers IA, MN, ND & SD & WI. He operates Oak Creek Plumbing, a company in southeastern Wisconsin that has been delivering excellence for more than 45 years. Dan also recently served as chairman of PHCC’s Quality Service Contractors Group and he remain active in QSC leadership.

Eric Eisenbraun is the Virtual Chief Information Officer for Golden West Technologies with over 13 years of business technology experience. Eric has been a classroom teacher, technology integrationist, technology coordinator and network administrator specializing in the applicable use of technology in the classroom and workplace. Eric conducts professional development training across the state and is a Certified Microsoft Innovative Educator Master Trainer.
Tim Weidenbach is the Director of the non-profit organization Higher Power Sports. Prior to creating Higher Power Sports, Tim spent many years in coaching, education and as a therapist. He has coached at all levels including: High School, College and Professional. He has helped motivate and mold the belief in serving others through the power of faith and servant leadership. Since Higher Power Sports was established in 2015, his work through Character Coaching, Be Kind Presentation, Motivational and Educational speeches have reached students, staff, faculty, coaches, businesses and communities across the country.

COWBOY FAST DRAW TOURNAMENT

React as fast as you dare while remaining cool-headed enough to hit your mark as you compete head to head in classic old west fashion. Cowboy Fast Draw LLC is the newest and oldest shooting sport today. It is a timed sport using single action .45 caliber western style six shooters.

Test your skills and compete for prizes during the Trade Show. There will be a men’s division and a women’s division with prizes for the top 5 in each division.

SPouse EVENT

Following lunch on Thursday, spouses will board a shuttle to Belle Joli’ Winery. There you will enjoy a relaxing afternoon with a wine tasting and food pairing. You will also be treated to a facility tour and have time to shop and enjoy the area.
Time for some quick...PAYBACK!


Your customers know: How You Heat Your Water Matters™. With the AeroTherm® Series Heat Pump Water Heater, your customers enjoy the big payback on energy savings, convenient features and reliable performance:

- **OUTSTANDING EFFICIENCY:**
  ENERGY STAR® certified for year-round savings. Qualifies for many state and local utility rebates and tax credits.

- **BRADFORD WHITE QUALITY:**
  Features superior Vitraglas® corrosion protection and a 6- or 10-year warranty.

- **4 OPERATING MODES:**
  for greater control and flexibility.

- **NOW AVAILABLE IN 3 SIZES:**
  50, 65 and 80 gallon capacity.

See more at our website dedicated to the Pro:
bwforthepron.com

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BWP5HD0120
SDAPHCC Sustaining Member Convention Participation Form

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

Company ____________________________________________________________

Contract Name ___________________________ Phone ___________________________

Address _______________________________________________________________________

Email ________________________________________________________________

<table>
<thead>
<tr>
<th>Table Top and Meal Reservation</th>
<th>Price</th>
<th># needed</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade Show Display - Member - includes 1 six foot table</td>
<td>$225</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade Show Display - Non Member - includes 1 six foot table</td>
<td>$300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Registration - includes all meals &amp; events</td>
<td>$150</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade Show Meal Only</td>
<td>$35</td>
<td></td>
<td></td>
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</table>

*Please include list of attendees if more than one person

Subtotal

<table>
<thead>
<tr>
<th>Convention Event Sponsorship (check the item(s) you wish to sponsor)</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday Breakfast - $400  FULL</td>
<td></td>
</tr>
<tr>
<td>Thursday Seminar II - $300</td>
<td></td>
</tr>
<tr>
<td>Friday Seminar II - $300</td>
<td></td>
</tr>
<tr>
<td>Continuing Education - $300</td>
<td></td>
</tr>
<tr>
<td>Thursday Dinner - $500</td>
<td></td>
</tr>
<tr>
<td>Friday Lunch - $500</td>
<td></td>
</tr>
<tr>
<td>Thursday AM Break - $200 FULL</td>
<td></td>
</tr>
<tr>
<td>Friday Breakfast - $400 FULL</td>
<td></td>
</tr>
<tr>
<td>Friday Seminar I - $300</td>
<td></td>
</tr>
<tr>
<td>Friday AM Break - $200</td>
<td></td>
</tr>
<tr>
<td>Thursday PM Break - $200 FULL</td>
<td></td>
</tr>
<tr>
<td>Prize Sponsor for Slot or Shooting Tournaments (please list item and its value)</td>
<td></td>
</tr>
</tbody>
</table>

Subtotal

<table>
<thead>
<tr>
<th>Apprentice Competition Trailer Logo Sponsorship</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1’ x 3’ Logo Ad for one year - $300</td>
<td></td>
</tr>
<tr>
<td>2’6” x 3’ Logo Ad for one year - $600</td>
<td></td>
</tr>
</tbody>
</table>

Subtotal

<table>
<thead>
<tr>
<th>Year Long Sponsorship Packages</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold Sponsor - $7,000</td>
<td></td>
</tr>
<tr>
<td>Silver Sponsor - $5,000</td>
<td></td>
</tr>
<tr>
<td>Bronze Sponsor - $3,000</td>
<td></td>
</tr>
</tbody>
</table>

Subtotal

PARTICIPATION TOTAL: $

Payment method: Please invoice ______Check enclosed payable to SDAPHCC

Please return completed form by January 15, 2020 to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105 Or Email: kristie.phcc@midco.net

Thank you for your support!
Help Support SD’s Plumbing & HVAC Apprentices by Placing Your Logo on this Trailer!

The South Dakota Association of Plumbing-Heating-Cooling Contractors (SDAPHCC) is excited to expand its apprentice contest held each year at the state convention.

This year, the association will be providing a hands-on competition for both plumbing & HVAC apprentices.

In order to house and transport the workstations and materials, the association has recently purchased an enclosed trailer.

The SDAPHCC is requesting sponsorships to help defray the costs of this trailer and support the apprentice contest.

As a sponsor, your company logo would be installed on the side of the trailer. You would also receive special recognition at the annual state convention.

This trailer would be parked near the entrance of the convention for the public and attendees of the convention to see. It will also be visible during transport to and from conventions.

2 Sponsorship Levels Available

$300 - 1’ x 3’ size logo installed on trailer for 1 year (optional - $100 per year for additional years)

$600 - 2’ 6” x 3’ size logo installed on trailer for 1 year (optional - $200 per year for additional years)

SDAPHCC
707 E 41st St #220
Sioux Falls, SD 57105
605-271-7255
kristie.phcc@midco.net
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**  
$7,000
- 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
- Large Logo on SDAPHCC Trailer
- Access to Membership List

**SILVER SPONSOR**  
$5,000
- 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
- Small Logo on SDAPHCC Trailer

**BRONZE SPONSOR**  
$3,000
- 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

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
Committed to Client Success
Our value is measured by your success. It's our business to protect yours.®

"Federated's resources help us achieve our goal of providing a safe working environment for all our employees."

Dan Bonetti, Vice President
Frank Bonetti Plumbing

Dan Bonetti (left) and Ray Bonetti (right)

Scan to learn more about attending a risk management seminar.

Commercial Insurance  Property & Casualty  Life & Disability Income  Workers Compensation  Business Succession and Estate Planning  Bonding
Federated Mutual Insurance Company and its subsidiaries®  federatedinsurance.com  Ward's 50th Top Performer  A.M. Best® A+ (Superior) Rating
Use Caution When Weather Gets Treacherous

Winter work presents a great many challenges, but it’s the weather that’s the most unpredictable. Be prepared for the season to help keep yourself safe from illness and injury.

**Protect Yourself**
Whenever possible, schedule work to avoid cold, windy conditions. If dangerous wind chill is present, and work can’t be rescheduled, take added precautions against the cold, such as wearing heavy-duty, cold-weather gear, and taking frequent indoor breaks to warm up.

If work in the biting winter elements is necessary make sure your clothing is warm and protective:
- Dress in layers. Remove clothing as you sweat, then put it back on as needed. This also applies to hand and foot wear.
- Synthetic materials are ideal. Top it all with outerwear that’s waterproof, breathable, and blocks the wind.
- A hat that covers your ears is a must. A face mask offers added protection.
- Hydrate to maintain normal and efficient body function.

**Frostbite**
While most common on exposed skin on the face, nose, and ears, frostbite can also affect hands and feet. Mild frostbite can appear red and swollen. Skin with severe frostbite will appear purple or black once it’s warmed. Suspect frostbite if you experience numbness, loss of feeling, or stinging. Get out of the cold. Seek medical attention as soon as possible.

**Hypothermia**
Symptoms of hypothermia, a dangerously low body temperature, include uncontrollable shivering; vague, slow, or slurred speech; incoherence; memory lapses; loss of coordination; drowsiness; and exhaustion. Anyone experiencing these symptoms needs medical attention. Someone exhibiting these signs may not be aware of them. Keep the person covered and quiet. Apply moderate heat.

**On the Road**
Winter weather is notorious for cutting trips short. Snow, wind, ice — they can pop up when you least expect them. Even areas of the country that don’t experience frequent snowfalls have been paralyzed by errant winter storms. An otherwise calm day can turn ugly quick, and you can be stranded — or worse, caught in a crash. If a storm crosses your path, pull off the road as soon as you can, and wait for it to pass.

**Awareness Is Key**
Cold weather can be a cripper — or even a killer. If you are ill-equipped or unprepared, you risk personal injury and possible permanent damage.

Sources:
2020 South Dakota Continuing Education
Plumbing Contractors and Journeymen
Class Schedule and Registration

Co-sponsored by the SDAPHCC and IAPMO
This class has been approved by the SD State Plumbing Commission

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.

Inclement weather: Instructors will make every effort to conduct scheduled classes. However, if winter conditions prevent those who must drive long distances from attending, a class may have to be postponed. Be sure to listen to your local radio and TV stations for emergency weather announcements. The South Dakota PHCC will post class information on its web site, www.sdphcc.org and IAPMO will reach out to you via email. Attendees should exercise their own discretion and judgment in considering unsafe winter travel conditions.

* 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>
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<tr>
<td>Pierre</td>
<td>March 3, 2020</td>
<td>Ramkota Hotel – Amphitheatre II</td>
<td>920 W Sioux Ave</td>
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<td>Rapid City –</td>
<td>March 9, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
<td>2111 N LaCrosse St</td>
</tr>
<tr>
<td>(Last name A-G)</td>
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<td>Rapid City –</td>
<td>March 16, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
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<td>Rapid City</td>
<td>March 24, 2020</td>
<td>Ramkota Hotel – Washington</td>
<td>2111 N La Crosse St</td>
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<td>(Last name N-Z)</td>
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<td>March 5, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
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<td>(Last name A-E)</td>
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<td>Sioux Falls –</td>
<td>March 10, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
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<td>(Last name F-K)</td>
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<td>Sioux Falls –</td>
<td>March 18, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
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<tr>
<td>(Last name L-R)</td>
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<tr>
<td>Sioux Falls (L</td>
<td>March 23, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
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<tr>
<td>Last name S-Z)</td>
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<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.sdpaphcc.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 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 ________________________________________________________________

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 first and only press fitting for black iron pipe
As the global leader in press technology systems for industrial, commercial and residential industries, Viega offers the first and only carbon steel press joining solution that covers multiple applications with Viega MegaPress, Viega MegaPress G for gas systems and, coming this summer, MegaPress Stainless.
Start off your new year with two free webinars provided by PHCC National.

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.

“Effective Marketing in Uncertain Economic Times: 3 Affordable Digital Strategies that MUST Be Part of Your 2020 Marketing Plan”

Wednesday, January 15, 2020

1pm CST / 12pm MST

Most plumbing and heating professionals know that search engines can be a source of new prospects. But if that’s true, why aren’t you getting as many new customers as you’d like? Is it due to a changing economy? Or are you not making the right moves online...

If you want to ensure you maintain a steady flow of business from the Internet, even during tough economic periods, you can’t afford to miss out on this Webinar.

Learning Objectives

- 2020-ready SEO strategies that will keep your business at the top of Page One
- Secrets behind “Display Ad Retargeting” that will ensure you convert the prospects that visit your site but don’t contact you right away
- The latest news on Google Local Service Ads - you cannot afford to drag your feet on this strategy anymore!

Simply put, we expect these to be the three most effective marketing strategies in 2020 for PHCC members. So, please join us on this educational Webinar as Market Hardware’s roundtable team of experts, led by Alain Parcan, Director of Education, explain a simple process for getting the most out of your Web Marketing.
“2019 Year in Review & What’s in Store for 2020”

Wednesday, January 8, 2020

1pm CST / 12pm MST

Join Chuck White and Mark Valentini for a wrap up of 2019 legislative and regulatory activities and the effects on small business. They will do their best to predict the future activities of Congress and the agencies and describe their efforts to support or oppose the Washington D.C. agenda. Mark will also provide an update on the coming election season with insights from a business perspective.

Learning Objectives

- Understand the regulatory changes in the Plumbing & HVAC arena.
- Learn the projected benefits for small business and the Congressional representatives responsible for those changes.
- Get acquainted with the legislative process and the candidates for election in 2020.

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- Access product information
- Create orders on the go
- Save lists of common items
- Manage your account

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Download our app: Dakota Supply Group

appstore

Google Play
SDAPHCC Medical Gas Certification Class

What: Medical Gas Installers Training
When: March 23-26, 2020
Time: 8:00am - 5:00pm each day
Where: Sioux Falls, SD
Tuition: $1,250 per person (PHCC Member)
        $1,450 per person (non-member)

The class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping.

Registration Form for Medical Gas Training Seminar

Please fill out a separate form for each student.
Please print or type – this information will be used for your permanent records.

Name of Student _______________________________ (nickname if any)_____________________
Address of Student_______________________________________________________________________________
City ___________________________________________________ State ___________________Zip_______________
Phone # Work (              )__________________________ Home (             )_____________________________
Last 4 Numbers of Social Security No.     XXX-XX- ___________________
E-Mail __________________________________________________________________________________________
Master Plumber _____ Journeyman _____ Apprentice_____ Yrs experience_________
Field Supervisor_____ Inspector_____ Estimator_____ Other job title________________________
In-house hospital personnel (please specify position)____________________________________________
Current license No’s. (if any) ______________________________ States: _________________
Do you currently work on medical gas pipelines?    Yes _________     No __________
Are you familiar with NFPA 99?      Yes ___________    No ___________
Name of Employer ______________________________________________________________________________
Address of Company ____________________________________________________________________________
Company Phone # (             ) _________________________     Fax # (            )_______________________

TO REGISTER: Complete the following form and send with tuition payment to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105
Make checks payable to: SDAPHCC. Registration Deadline: February 28, 2020
ABOUT THE MED GAS COURSE

MEDICAL GAS INSTALLERS TRAINING SEMINAR

A Medical gas installation and brazing class is being set up for Sioux Falls, South Dakota, March 23-26, 2020. Classes will run from 8:30 am to about 5:00 pm. Students will need to bring paper and pencils for note taking and highlighters.

Contractor employees need to be journeyman level, or active in an apprentice program for at least four years. Estimators, construction company officials and hospital employees who will not be installing medical gas systems, and building officials/inspectors, are welcome into the class with the four year requirement waived.

As many of you are aware, NFPA has mandated brazing qualifications since 1993. NFPA 99 now mandates that all installers meet the requirements of the A.S.S.E. series 6010, 32-hour course. In addition, many major design firms now mandate compliance with the ANSI/A.S.S.E. 6000 series in their specifications. As of July 2016 the federal government has mandated compliance with the 2012 edition of NFPA 99.

Class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping. The textbook for the class will be the 2012 edition of NFPA 99 and will be provided, as well as other learning aids.

Students will also be required to successfully complete a written examination as well as a brazing practical in which you be required to braze vertical and horizontal full-penetration joints on 1-½” tubing and the brazing coupons will be tested by a Certified Welding Inspector at an independent laboratory.

Class fees will include the use of turbo torches and acetylene. Each student will need to bring 4’ of 1-½” L tubing (not cleaned) and 6 to 8 1-½” wrought couplings with stops, as well as 1 lb of silver solder.

Class space is limited. If you have any questions please call us at 703 627-6119 or e-mail at dave@medgasman.com.

ABOUT THE INSTRUCTOR

Dave Mohile has more than 38 years experience in design, testing, verification and troubleshooting medical gas pipeline systems. He is a member of the NFPA Technical Committee on Medical Gases that is responsible for writing and changing NFPA 99, as well as a member of the A.S.S.E. working group responsible for the 6000 series, and is also a credentialed A.S.S.E. 6050 Instructor.

CONDUCTED BY

Medical Engineering Services, LLC
116 Cahill Court
Inwood, WV 25428
703-627-6119

HOSTED BY

South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc
707 E 41st St, #220
605-271-7255
kristie.phcc@midco.net
Important Regulatory Updates

By Chuck White, Vice President of Regulatory Affairs

New W-4’s are Available
Reminder: The traditional W-4 form has been going through a revision process. The final version has been released for use in 2020. If employees have multiple jobs or have working spouses, the form has new calculations to help determine any additional withholding that may be necessary. The new form is significantly different from prior years. Employers should familiarize themselves with this document and seek any needed help with this form from their tax consultants. While current employees are not required to complete a new W-4, some may find it beneficial to review these calculations.

U.S. Department of Labor Clarifies Overtime; See If This Might Help Your Company
The U.S. Department of Labor (DOL) has issued a final rule to clarify what is to be included in the calculation of the overtime “time and a half” rate. This is the first significant update of the Fair Labor Standards Act in over 50 years. The Department has concluded that the following are not necessarily to be included in the calculation:

- the cost of providing certain parking benefits, wellness programs, onsite specialist treatment, gym access and fitness classes, employee discounts on retail goods and services, certain tuition benefits (whether paid to an employee, an education provider, or a student-loan program), and adoption assistance;
- payments for unused paid leave, including paid sick leave or paid time off;
- payments of certain penalties required under state and local scheduling laws;
- reimbursed expenses including cellphone plans, credentialing exam fees, organization membership dues, and travel, even if not incurred “solely” for the employer’s benefit; and clarifies that reimbursements that do not exceed the maximum travel reimbursement under the Federal Travel Regulation System or the optional IRS substantiation amounts for travel expenses are per se “reasonable payments”;
- certain sign-on bonuses and certain longevity bonuses;
- the cost of office coffee and snacks to employees as gifts;
- discretionary bonuses, by clarifying that the label given a bonus does not determine whether it is discretionary and providing additional examples and;
- contributions to benefit plans for accident, unemployment, legal services, or other events that could cause future financial hardship or expense.

The final rule also includes additional clarification about other forms of compensation, including payment for meal periods and “call back” pay. The final rule will take effect 30 days after its publication in the Federal Register.

PHCC Engages on Gas Bans
Some parts of the country are experiencing issues with the availability of natural gas and, in some instances, propane. Generally termed “Gas Bans,” these situations have resulted from limited pipeline supply issues, increased demand, or the push to de-carbonization. PHCC has been working with industry stakeholders such as the American Gas Association (AGA), the American Public Gas Association (APGA), the National Propane Gas Association (NPGA) and others to support responsible energy policies nationwide. Issues in New York and California have gathered headlines but there are other types of activity across the country as well.
Last week, PHCC joined the National Federation of Independent Business (NFIB) and approximately 50 other organizations representing small businesses to oppose the ILLICIT CASH Act. Title IV of this legislation expands a rule that was finalized in 2018 by the Financial Crimes Enforcement Network under the U.S. Treasury.

That rule, known as the Customer Due Diligence (CDD) rule, requires banks and other financial institutions to collect information from customers that open new accounts, specifically the disclosure of individuals with 1) at least a 25% ownership interest in a business 2) significant responsibilities in controlling that business. The language in Title IV of this bill would expand that requirement to include any individual that “receives substantial economic benefits” and then puts the onus on the Treasury Department to determine the definition of “substantial economic benefits” thereby allowing the possibility that Treasury may require a small business to disclose information on any person that may stand to benefit from its dealings.

Due the privacy implications of this legislation PHCC stands with its industry counterparts to oppose this bill.
Happy New Year! The start of a new year always brings excitement and anticipation. Here at the SDAPHCC, we have several good things to look forward to!

2020 Annual Convention
I would like to personally invite you to join us in Deadwood next month for our annual convention. We have a great line up of speakers that will provide valuable information. Plus, we have a fun cowboy fast tournament and slot tournament planned.

I have included the registration information and schedule in this issue. Please remember to make your hotel reservation at The Lodge by January 24 to ensure availability and discounted pricing.

For Sustaining Members, we have a wide variety of ways to get involved - from sponsorships to a table top display. A participation form is included in this issue for your use.

I’m looking forward to seeing you all in Deadwood!

Apprentice Contest
The written testing for the apprentice contest will be held on January 17 in both Sioux Falls and Rapid City. We look forward to advancing 3 apprentices in Plumbing and 3 apprentices in HVAC to a hands-on competition at the Convention. Good Luck to all contestants!

Medical Gas Certification Course
I’m happy to announce that we will once again hold a Medical Gas Certification Course with Dave Mohile. The dates are set for March 23-26 in Sioux Falls. Please see the registration form and class details in this newsletter. The registration deadline is February 28 and class size is limited. Please submit your form early to secure your spot.

Continuing Education
You should be receiving your Plumbing Continuing Education mailing this month. I’ve also included the information in this issue. Please take a moment to read through the class details and pre-register for the class that works best for you. There are three ways to register: online, by email or by mail.
Many South Dakota businesses face the increasingly challenging task of finding skilled employees due to technological advancements and shifting workforce demographics. As more and more baby boomers retire, businesses turn to younger generations to fill shortages; however, many of the youngest potential workers (16- to 24-year-olds) often are unaware of the workforce opportunities available.

To combat this trend, Career Launch SD and its business partners help provide guidance to students to build an informed and skilled workforce.

Through Career Launch SD, Career Advisors help business partners find qualified candidates and offer training. Employers can showcase their businesses to area youth through a variety of work experiences:

- Registered Apprenticeships
- Internships and work experiences
- Job shadowing
- Informational interviews
- Classroom presentations
- Career and post-high fairs

Career Launch SD is a no cost service to businesses and students. Employers’ time investment ranges from one hour for an informational interview, several months for internships, and up to 2,000 hours for a Registered Apprenticeship. In return, business partners who provide education and career tools for youth build positive community reputations. They may even be rewarded with skilled, full-time, permanent employees and higher employee retention.

Become a business partner and meet personally with a Career Advisor to start building a better workforce by filling out the interest form at www.careerlaunchsd.com.