

Dean Gunther Honored by RMGA

AT DECEMBER'S RMGA BOARD Meeting, Dean Gunther was honored with a Distinguished Service Award, recognizing his long history of commitment and dedication to improving the HVAC industry in Utah. Dean has over 45 years in the industry, working with and training new hires at Gunthers Comfort Air, a fourth-generation family business in American Fork.

Dean, along with several board members in attendance, reminisced about working together in the early nineties to develop a rigorous Gas Technician Certification Course and Exams: Service



and Installation. Jamie Schumacher, who is replacing Dean on the board for Gunther's was in the first, and very long, six-day course in 1993. Jamie commented on how grueling it was.

Dean helped re-write the RMGA Certification Exam last year, and the State S350 Contractor exam in 2013, among other technical and hard projects over the years. Luckily, Dean is not putting down his tools, he is just rechanneling his energy and relocating to Bluff, Utah where he will serve a mission rebuilding the Bluff Fort Historic Site.

<http://bluffutah.org/bluff-fort/>

After the award presentation, the board gathered for a group picture and reminded Dean that he is always welcome at RMGA Board Meetings, and that lunch is on us from now on! ■



RMGA 2017 Board

from Left to Right: Don Crawshaw (SLCC), Dave Clayton (Hercules), Ralph Tasker (SLCC), Clay Thornton (Thornton's), Chad Lewis (Questar), John Hill (RMGA), Jamie Schumacher (Gunthers), Rick Carman (Carman's), Dean Gunther (Gunthers), Ryan Rentmeister (Rentmeisters), Brian Templin (Esco) Ned Hart (Fortis), Brent Ursenbach (Salt Lake County), Ryan Snow (Western), Trina Hansen (OWATC), Dean Dyatt (Johnstone)

RMGA Sweetheart Social, February 11, 6-10 PM



JOIN IN THE FUN
 at Grand Theatre's
 presentation of

**"The Comedy of
 Errors,"** written by

William Shakespeare, at

RMGA's Sweetheart Social, beginning
 at 6:00 PM with a group dinner at Cafe
 Anh Hong (1465 S State, SLC).

Theater at 7:30 PM at Salt Lake
 Community College (1575 S State,
 SLC).

Shakespeare's funniest comedy
 involves two sets of identical twins who
 were accidentally separated at birth.
 The show opens with Antipholus and
 Dromio of Syracuse arriving in
 Ephesus, which turns out to be the

home of their twin brothers. When they
 encounter the friends and families of
 their twins, a series of wild mishaps
 based on mistaken identities ensues.

Individuals and Couples welcome
 call RMGA Office at 801-521-8340 or
 send an email to john@utrmga.com.

Price: \$70 per couple, \$35 per
 person, and keepsakes too! ■



MESSAGE FROM THE PRESIDENT

RYAN SNOW, RMGA PRESIDENT

Ryan Snow
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Hello RMGA Members & Friends,

Happy New Year! 2017 is just getting started and I'm sure it will bring some great opportunities and some challenges for our industry. I am optimistic that the economy will continue to improve and that Utah will grow and prosper. I am excited to attend the RMGA Summit in April, and send my technicians to the code update class. The training will be excellent and I know we will pick up valuable information to help make this one of our best years yet.

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Welcome New RMGA Members!

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TECHNICIAN CODE UPDATE TRAINING

WEDNESDAY, MARCH 15 • 5-8 PM • OGDEN
OGDEN WEBER APPLIED TECHNOLOGY COLLEGE

WEDNESDAY, MARCH 29 • 5-8 PM • UTAH COUNTY
LOCATION TBD

EVERYONE IS INVITED to attend a Code Update Training.
 This course covers recent code adoptions and changes (adopted by Utah on July 1, 2016) to:

- 2015 International Residential Code
- 2015 International Fuel Gas Code
- 2015 International Mechanical Code
- Attendees will receive the IRC, IFGC and either the IMC or IPC codebooks



Three hours of Continuing Education, dinner, and 2015 code books provided for only \$100*!
 Register at www.utrmga.org or call RMGA at 801-521-8340 to RSVP.

*Members earn a \$50 dues/training credit

Partial funding of this training program has been provided by the Division of Occupational & Professional Licensing from the 1% surcharge funds on all building permits.

UPCOMING CERTIFICATION CLASS

**FRIDAY,
 JANUARY 13
 8 AM-5 PM**

**SATURDAY,
 JANUARY 14
 8 AM-5 PM**

**SATURDAY,
 JANUARY 21
 8 AM-4 PM
 REVIEW & EXAM**



All classes will be held at:

Johnstone Supply
 2940 South 300 West
 Salt Lake City

\$375 per person*
 Price includes books,
 testing fees and lunch!

*Members earn a \$75
 dues/training credit

**Call
 801-521-8340
 to register**

Partial funding of this training program has been provided by the Division of Occupational & Professional Licensing from the 1% surcharge funds on all building permits.

MECHANICAL CODE DISCUSSION

APPLIANCE LOCATION



BRENT URSEBACH

BRENT URSEBACH

SALT LAKE COUNTY PLANNING AND DEVELOPMENT

bursenbach@slco.org

385-468-6694

I frequently receive questions on appliance locations, or encounter an unsafe installation, which violates code requirements. The International Code Council- Residential, Mechanical and Fuel Gas Codes identify prohibited locations as well as exceptions.

IRC G2406.2 (IFGC 303.3)

Prohibited locations. Appliances shall not be located in sleeping rooms, bathrooms, toilet rooms, storage closets or surgical rooms, or in a space that opens only into such rooms or spaces.

Exceptions:

- Direct vent appliances, installed in accordance to the manufacturer's installation instructions and listings. **Both pipes must be installed complete, with a termination outside, to qualify as direct vent.**
- Vented room heaters, wall furnaces, vented decorative appliances, vented gas fireplaces, vented gas fireplace heaters and decorative appliances for installation in vented solid fuel-burning fireplaces, installed in rooms that meet the required volume criteria of Section G2407.5.
 - G2407.5 requires a volume of



50 cubic feet per 1000 BTU/h input; however, if the building construction is known to have an infiltration rate of less than

0.40 ACH, a calculation is required which result in a significantly larger required volume. The typical home built over the last 10 to 15

years is considered to have an infiltration rate of 0.35 or lower.

- A single wall-mounted 6,000 Btu/h or less, unvented room heater in a bathroom, meeting the **volume requirements**, equipped with an **oxygen-depletion safety system**.
- A single wall-mounted 10,000 Btu/h or less, unvented room heater in a bedroom, meeting the volume requirements, equipped with an **oxygen-depletion safety system**.
- The appliance is installed in a room that opens only into a

bedroom or bathroom, and is provided with a **solid weather-stripped door** equipped with an approved **self-closing device**. All combustion air shall be taken from outside.

Notice the code text above includes **storage closets** as a prohibited location. Furnace and water heater closets should not be used for storage. Please advise your customers of the hazards associated with flammable materials around furnaces and water heaters. As a code official with Salt Lake County, my responsibilities include assessing the damage to a building after a fire. This past Sunday, I was called out to a home severely damaged by a fire starting in a pile of clothing next to a water heater. This is a common occurrence, we observe several times each year.

The ICC codes state numerous times in the various volumes, all appliances must be installed in accordance with the manufacturer's installation instructions and it listings. Read the instructions and the code!

Save the dates of March 15 and March 29, the next opportunities to attend classes where 2015 IMC, IFGC and IRC code books will be passed out to everyone attending. I hope to see you at one of these upcoming classes. Happy New Year! —Brent ■



Considering A New Hire: The Application Form

The first formal contact you make with a job applicant is the application form.

Start by looking at the employment application you currently use.

Check when it was last updated. If it's a couple of years old, it may need to be revised.

Review the information that the application form was designed to elicit. Is all that

information necessary to determine whether a person is qualified for the job?

Remember, **the purpose of an application form is to help you easily sift through candidates and eliminate those who are clearly unqualified for the job.** Your question should focus on three key areas:

Educational background

Forms typically ask applicants to provide the names and addresses of high schools, colleges and graduate schools or specialized training programs they have attended.



Employment history

What jobs did the applicant hold and for how long? It's permissible to ask the latter question even though such data can be used to infer an applicant's age

(if someone was employed by one firm for 25 years, he/ she's probably older than 40) Length of tenure with previous employers constitutes information that an employer needs to know to make an intelligent hiring decision.

Personal data

Proceed with caution if you ask for anything more than name, Social Security number, address and phone number.

Protect your rights

The final item on your application should be a statement, signed by the applicant, affirming your rights as a

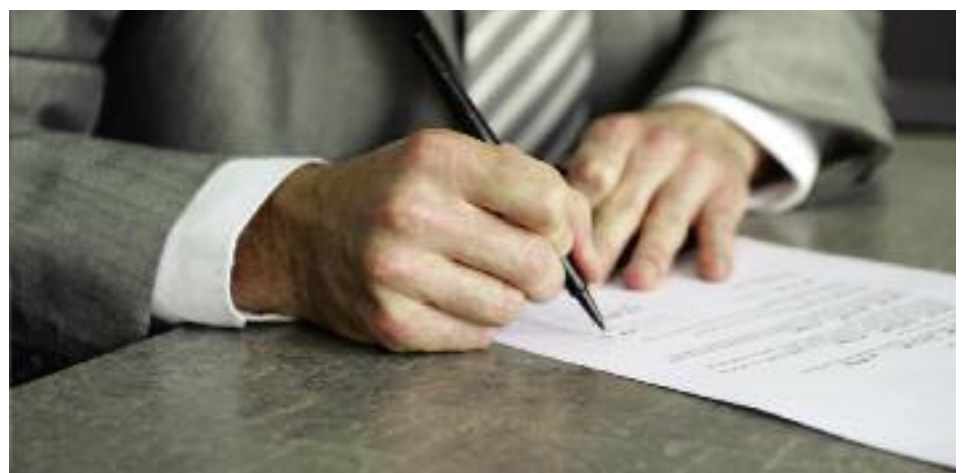
potential employer. The following statement accomplishes those objectives:

Statement on Application

The facts set forth in my application are true and complete. I understand that if employed, false statements on this application will be considered sufficient cause for dismissal.

John Doe

[Signed and dated by applicant]



It's a New Year! Time to Profit!

NOW IS A GREAT TIME to review how you can make your HVAC business more profitable in 2017. Everyone knows what a proverb is . . . It's a saying that expresses a truth often based on common sense. Proverbs sound simple, but unless you hear them often and apply them, they are just statements that sound good in theory. **If you are not living these profitable proverbs, pick a few and decide what you need to do in order to implement them.** Once you do, you will see how they can increase your business efficiency, making it more profitable!

Successful HVAC providers embrace business innovations while others cling to the past.

If you aren't marketing your company, you're winking in the dark. You may know what you're doing, but no one else will.

Some people are not meant to be your customers. If you cannot deliver the service they want at the price you require. Fire them.

Never apologize for making a profit. Profitability is not a sin, it's an obligation.

Keep growing. Always grow. Once you stop growing, you start dying.

You cannot perform better than your people.

Social media is not a waste of time. It's a place where you can find customers, prospects and future employees.

Without goals, you lack a destination. Without a plan, you lack a map.

All business owners are subject to incentive pay with the ability to increase their income through better performance. Smart business owners allow their people the same ability through incentive pay systems.

Successful HVAC technicians emulate top performers. Unsuccessful HVAC technicians envy and resent them.

Absent coercion, a fair price is whatever a willing seller and willing buyer agree upon.

Stupid HVAC technicians know it all. Smart HVAC technicians learn from everyone they can.

Owners should study the craft of business harder than they studied their HVAC craft. Business success depends on business acumen, not technical aptitude.

Your people cannot treat your customers better than you treat them.

Training is not an expense, it's an investment with a strong, positive, short and long term return.

The best customer is a repeat customer.

Fail to charge enough and you subsidize your customers.

After-hours calls are not interruptions or burdens. They represent real people who desperately want someone to solve a problem and will pay for it.

Hire slow. Fire fast. Be careful and deliberate before introducing new personnel into your company culture, but do not hesitate to remove those who are adversely affecting it.

If you're coasting, you're headed downhill.

Your financial statements are your scoreboard. Without them, you do not know whether you are winning or losing.

Drama belongs on television, not at the office.

It costs too much to make the phone ring to trust the least paid person you can find to answer it.

Marketing is a conversation. Speak with your customers, not at them.

A well-run business is one that's built to be sold.

Your success is a reflection of the value you deliver to society. To become more successful find ways to deliver more value.

The more people you know, the more business will flow your way. Network through service clubs, alumni organizations and the chamber of commerce. You have to eat lunch. Eat it with community centers of influence.

This is a reprint from CONTRACTOR, the Newsmagazine of Mechanical Contracting.



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SALT LAKE CITY, UT 84102

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