

SMACNA

BONUS ISSUE

News

Volume 40 - Number 13 - December Year In Review 2006

SMACNA 1943-2006



ANSI Approves SMACNA's "HVAC Duct Construction Standards – Metal And Flexible" Manual – An American National Standard

The American National Standards Institute (ANSI) announced that SMACNA's "HVAC Duct Construction Standards – Metal and Flexible," third edition, was approved as an American National Standard designated ANSI/SMACNA 006-2006.

ANSI recognition increases the potential that SMACNA's standards are internationally adopted for industry and regulatory use. The approval will also encourage wider domestic use of SMACNA's standard by state- and local-code governing bodies as well as the design and engineering community. The new ANSI status will also enhance SMACNA's overall credibility as a standards developing organization, both domestically and internationally.

The 390-page "HVAC Duct Construction Standards – Metal & Flexible" manual is intended primarily for commercial and insti-

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SMACNA Working For You In 2006

*The Latest From SMACNA
To Keep Your Company In The Lead*

TECHNICAL SERVICES

- ▼ Participated on the American National Standards Institute (ANSI) Homeland Security Standards Panel (HSSP).
- ▼ Presented \$10,000 to ASHRAE to support "ASHRAE 1408 – RTAR the Effect of Lining Length on the Insertion Loss of Acoustical Duct Liner in Sheet Metal Ductwork."
- ▼ Continued serving on the Board of Directors for the International Alliance for Interoperability.
- ▼ Conducted more than 20 local SMACNA chapter, ASHRAE, CSI and ICC technical presentations.
- ▼ Continued SMACNA staff representation on various NFPA, AWS, ICC, ANSI-HSSP, GBI, USGBC and ASHRAE technical committees.
- ▼ Released the fourth edition of the "HVAC Systems – Duct Design" manual for 60-day public review.
- ▼ Worked on the second edition of the "HVAC Air Duct Leakage Test Standard" scheduled for ANSI designation and publication in 2007.
- ▼ Continued work on the "Rectangular Industrial Duct Construction Standard" (International System of Units Hard Metric Version) scheduled for distribution in 2007.

SMACNA's mission is to provide products, services and representation to enhance members' businesses, markets, and profitability.

- ▼ Made more than 600 drawings, charts and tables in their “native file” format available to SMACNA members.
- ▼ Released the third edition of the “Sheet Metal Welding Guide” for 60-day public review, scheduled for publication in 2007.
- ▼ Continued work on the third edition of the “SMACNA/ANSI Seismic Restraint Manual” scheduled for publication in 2007.
- ▼ Released the “IAQ Guidelines for Occupied Buildings Under Construction,” for 60-day Public Review.
- ▼ Obtained California Office of Statewide Health Planning and Development (OSHPD) approval of the “Seismic Restraint Manual: Guidelines for Mechanical Systems.”
- ▼ Continued development on the “Kitchen Ventilation Systems and Food Service Equipment Fabrication Installation Guidelines,” for consideration by California OSHPD for approval.
- ▼ Received ANSI approval of the third edition of the “HVAC Duct Construction Standards – Metal and Flexible” manual. The manual was approved as an American National Standard designated ANSI/SMACNA 006-2006.
- ▼ Issued the “HVAC Duct Systems Inspection Guide,” third edition 2006 to correspond with the recently published “HVAC Duct Construction Standards – Metal & Flexible.”
- ▼ Responded to more than 800 technical inquiries from members and non-members on SMACNA standards.
- ▼ Working in conjunction with the Multiemployer Pension Reform Coalition, SMACNA was successful in lobbying for separate funding rules for multiemployer pension plans in the Pension Protection Act signed by the President. The legislation affects both multiemployer and single employer pension plans and local SMACNA pension funds as well as the National Pension Fund.
- ▼ Held a 2006 Legislative Leadership Conference, solely for SMACNA contractors. Focused on issues such as multiemployer pension plans, homeland security, healthcare and immigration. Approximately 100 SMACNA conference attendees took the opportunity to go on the Hill.
- ▼ Supported H.R. 8/S. 420, legislation that would make permanent the repeal of federal estate and gift taxes in 2010. Also supported bipartisan amendments to make major reforms (\$10 million exemption for couples) to the estate tax law.
- ▼ PAC contributions for the 2005-2006 election cycle were approximately \$275,000.
- ▼ Supported successful House Republicans in opposing the Bush Administration’s efforts to drop prevailing wage law in the Katrina hurricane zone for reconstruction and also supported appropriate reform of the Davis-Bacon Act. Opposed any efforts to repeal the Act entirely or to so water down its provisions as to make it valueless.
- ▼ Supported tax incentive and construction assistance initiatives for the Gulf Zone reconstruction following Hurricane Katrina.

LEGISLATIVE SERVICES

- ▼ A March “fly-in” on pension reform was organized in conjunction with the Campaign for Quality Construction. More than 81 contractors converged on Washington, D.C. to strengthen the position of multi-employer plans for the final version of pension reform legislation.
- ▼ Endorsed and wrote Congress in support of S. 2748, The Enhanced Energy Security Tax Incentives Act of 2006 to extend the 2005 Energy Act tax incentives and program grants promoting greater energy efficiency in residential, commercial and public facilities.
- ▼ Supported legislative efforts to prohibit the use of Internet reverse auctions to procure federal construction as well as any attempt to treat construction as a com-

modity for procurement reasons, H.R. 1815, The National Defense Authorization Act for FY 2006. Efforts were successful in the House, but the Senate staff was unwilling to include the provision although they were not opposed to construction exemption language.

- ▼ Supported H.R. 1241, the Cool and Efficient Buildings Act, to reduce the depreciation period for energy efficient mechanical equipment for HVAC to 20 years from the current 39-year depreciation period to improve indoor air quality, save energy and reduce the use of CFC technology.
- ▼ Endorsed The Community Restoration and Revitalization Act of 2005, H.R. 659, a bill that would provide restoration tax incentives for historic buildings in urban areas.
- ▼ Continued to support S. 621/H.R. 1663, legislation that would permanently extend a 15-year depreciation life for leasehold improvements to commercial facilities, including energy efficiency retrofits.
- ▼ Supported industry coalition efforts to prevent changing the effective date of Section 511 of the 2005 Tax Act to require all government entities to withhold from all payments an amount equal to three percent of total payments as part of the last minute continuing resolution.
- ▼ Recognized at a House hearing for increasing incentives for increasing energy efficiency and “Green Building” technology for commercial

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tutional duct construction. The standard contains tables and details for constructing ductwork for ½ inch to 10 inch wg positive and negative pressures. This edition improves upon the second edition with expanded pressure class tables, separate tables for TDC/TDF construction and expanded tables for round duct construction including 6 inch wg positive and negative pressure and sizes up to 96 inches. New in this edition is an engineering and design chapter to provide additional information to design professionals, double-wall construction details, new casing construction details and additional accessory items. The standard is applicable for construction using uncoated steel, galvanized and stainless steels and a limited range of aluminum ducts. This standard has been adopted in the ICC International Mechanical Code.

Members may purchase the 390-page “HVAC Duct Construction Standards – Metal & Flexible,” (third edition, 2005), at the special member price of \$35 for the book, \$41 for the CD-ROM, \$52 for the CD/book combination and \$35 for the PDF download.

Architects and engineers may purchase the new publication at the discounted price of \$151 for the book, \$178 for the CD-ROM, \$204 for the CD/book combo and \$151 for the PDF download. The list price for the book is \$215, the CD-ROM is \$255, the CD/book combo is \$339 and the PDF download is \$215.

To order, call SMACNA’s Publications Department at (703) 803-2989 or visit www.smacna.org/bookstore. ▼

ANSI does not develop American National Standards. It facilitates standard development by assuring that consensus is established among qualified and affected interest groups. The Institute ensures that the guiding principles of consensus, due process and openness are adhered to by organizations developing standards under its review to provide a coherent U.S. standards strategy.

and residential construction as part of the Comprehensive Energy Bill, H.R. 5656.

EDUCATIONAL SERVICES

- ▼ Provided leadership training to industry professionals at the annual Business Management University and Business Management Graduate programs. Both 2006 programs were sold out.

- ▼ Offered 11 educational courses so chapters could offer their contractors national caliber programs at the local level. Courses included Advanced Estimating; Basic Sheet Metal Estimating; Cumulative Impact of Change Orders; Leading Your Team: Effective Performance Management; Lean Works in Construction; Marketing/Sales Overview: Get More Than Just Your Share; Residential Retrofit and Service Operations Management Program;

Service Managers Training Program; Safety Cultures of High-Performing Contractors; The Effects of Schedule Compression on Labor Productivity and The Top Ten Ways to Prevent Major Screwups. SMACNA has funded 38 of these programs.

- ▼ Offered endowed scholarships to chapters. An endowed scholarship may be established with a donation of \$40,000 to the College of Fellows.
- ▼ Provided 34 Supervisory Training programs to SMACNA chapters funded through the International Training Institute (ITI).
- ▼ Held a two-day Continuing Education Program for six chapter executives at the national SMACNA office.

SAFETY AND HEALTH SERVICES

- ▼ Conducted an educational session on “Safety Cultures” at the Partners in Progress Conference.
- ▼ Published three issues of the Safety Focus newsletter addressing topics such as the SMACNA/OSHA alliance, the safety awards program and hexavalent chromium.

Free Heat Stress And Vehicle Safety Tip Cards Available

SMACNA recently developed a Heat Stress and Heat Illness Tip Card to be used in providing training to employees on the hazards of heat exposure. The purpose of the tip card is to supplement training on the subject of heat stress. Several states, including California and Washington, recently passed new or revised regulations regarding heat exposure.

SMACNA has also developed vehicle safety tip cards that are to be used as a supplement to safe vehicle operation training. Service vehicle safety and construction vehicle safety are the themes for these two-sided, laminated tip cards.

For more information or to order copies of the heat stress or vehicle safety tip cards, contact Mike McCullion, SMACNA’s director of safety and health, at (703) 995-4027, or mmccullion@smacna.org. ▼

- ▼ Published four Safety Bulletins alerting members to a potential recall of fall protection equipment and the 2006 Safety Award Winners, providing compliance assistance on hexavalent chromium and advising new members of available safety training products.

- ▼ Renewed the SMACNA-OSHA Alliance for one more year and participated in the alliance by serving on a Fall Protection Work Group.

- ▼ Developed and distributed heat stress tip cards.

- ▼ Conducted SMACNA Safety Statistics Evaluation and Awards Program (SSEAP). Each year the SSEAP recognizes SMACNA Contractors who show outstanding safety performance.

- ▼ Promoted the Construction Users Roundtable (CURT) Safety Awards Program.

- ▼ Developed hexavalent chromium compliance assistance information and posted it on the Members Only safety page of the SMACNA Web site www.smacna.org.

- ▼ Maintained a Safety Listserve for members to network and communicate.

- ▼ Distributed vehicle safety tip cards for service vehicles and construction vehicles to membership.

- ▼ Contributed to the ANSI A-10 Committee for Construction and Demolition Operations by providing technical review on two updated standards.

- ▼ Conducted the Safety Cultures of High-Performing Contractors chapter education program and the Safety and Health Overview supervisory training program in Iowa and California.

LABOR SERVICES

- ▼ Published six issues of the Labor Report newsletter. The Labor Report keeps chapters and contractors up-to-date on the latest labor happenings around the country.

OSHA Official Renews Alliance With SMACNA

Edwin G. Foulke Jr., assistant secretary of labor for the Occupational Safety and Health Administration, (OSHA) was a guest speaker at SMACNA's December Council of Chapter Representatives meeting.

Mr. Foulke met briefly with SMACNA President Richard J. Cramer Sr. and SMACNA Director of Safety and Health, Mike McCullion, and together they renewed the original two-year SMACNA/OSHA Alliance for one more year.

"I am proud to stand before you today as OSHA and SMACNA renew our Alliance, which was first signed in August 2004," Mr. Foulke said. "This agreement has focused on developing information, guidance, and access to training resources to help protect employees' health and safety. Over the last two years we have addressed a range of issues, such as motor vehicle safety, fall protection, and personal protective equipment."



Mr. Edwin G. Foulke Jr., assistant secretary of labor for OSHA, was a guest speaker at SMACNA's December Council of Chapter Representatives meeting.

In response, SMACNA President Cramer acknowledged, "We are enthusiastic about our ongoing Alliance with OSHA because it ensures continuity and structure for the development of new safety information and tools to make American workplaces safer."

In addition, he explained that "we also welcome the opportunity to share the benefits of the Alliance with our members and chapters by encouraging them to seek partnership efforts with OSHA on a state and local level." For example, state and federal OSHA representatives participated in the 2006 SMACNA Convention Products Show.

Mr. Foulke further noted that ensuring workplace safety also makes good business sense. OSHA data suggests that companies implementing effective safety and health programs can expect to see their injury and illness rates reduced by 20 percent or more. SMACNA's safety survey

participants consistently report equally successful safety programs, as the average lost workday incidence rate for respondents is well below industry-wide rates.

Mr. Foulke emphasized his desire to impress upon employers the need to protect their most valuable business asset – their employees. "Do not be afraid to come to us for help and advice," he said. "We should all be on the same side of the law, working toward the same goal: Assuring the safety and health of employees."

"I want to get the message out that the most effective safety and health strategy available is prevention," he said. "Together, we can make American workplaces the safest, most healthful and most productive in the world." ▼



SMACNA president Richard J. Cramer Sr. (center), Mike McCullion, SMACNA director of safety and health (right) and Mr. Foulke (left) met briefly at the council meeting to renew the SMACNA/OSHA Alliance.

▼ Held a one-day Collective Bargaining Orientation designed to provide bargainers with advice on preparing for bargaining, and a comprehensive discussion on the legal framework for bargaining. The orientation also includes an update on industry trends and bargaining settlements.

▼ Developed and distributed the annual Labor Report summarizing the economic climate, labor relations environment and bargaining trends of 2006.

▼ Assigned panelists to hear 10 grievances compared to 13 grievances midterm in the previous year. Issues grieved included mileage and wage equalization.

▼ Provided continued support for the Center for Military Recruitment, Assessment and Veterans Employment. The center's goal is to recruit 700,000 workers for the construction industry from discharged military personnel.

▼ Sponsored, along with SMWIA, a Joint Labor Management Partnership Conference aimed at expanding market share.

▼ Distributed the annual bargainers' mailing to all chapters.

▼ Updated the Wage and Fringe manual, which tracks wage and fringe information for 101 areas and includes regional and national wage averages.

MARKET SECTOR COUNCILS

▼ Encouraged members to make SMACNA's High-Performing Contractor Program part of their business

plan. Issued three issues of the electronic High-Performing Contractor newsletter.

- ▼ Published four issues of the Contracts Bulletin series. The bulletins examined the risk of IRS re-classification for using independent contractors, comparative fault and vehicle accidents, e-mails and binding contracts, plus notice and opportunity to repair statutes.
- ▼ Published two new electronic issues of the HVAC Systems Expertise newsletter.
- ▼ Developed the 2006 Financial Survey for SMACNA members.
- ▼ Published the Architectural Metal newsletter featuring SMACNA member projects, a market growth discussion, and a technical article on making architectural roof and wall penetrations weather-tight.
- ▼ Published an electronic issue of the Industrial Insights newsletter highlighting how a SMACNA contractor helped expand their customer's business.
- ▼ Developed a new word search feature on the SMACNA Web site to help find Contracts Bulletins quickly.
- ▼ Published a printed edition of the Architectural Metal Newsletter – featuring the best architectural projects from the past year.
- ▼ Convened a meeting of the Blue Book Task Force to update that equipment and tool rental cost recovery guide for members.
- ▼ Published two issues of the Residential Report newsletter featuring ITI's new residential curriculum.
- ▼ Established a Supervisory Training Program Task Force to evaluate SMACNA's supervisory training program delivered through chapters, and made recommendations for continued improvement.
- ▼ The Bid Specifications Task Force continued work on two documents; The "Bid Specifications Reference

SMACNA Working For You DVD Available

SMACNA's newly released "Working For You" DVD is a five-minute, action-packed video presentation showing how SMACNA serves its members' needs in such areas as technical, legislative, business, labor, education and safety; and how SMACNA members benefit in many ways from the services, training, oversight and representation the association provides.

Free to chapters, the DVD can prove valuable in employee orientation, labor-management partnership efforts, lobbying, trade shows, recruiting, architects/engineers nights and much more.

For more information, contact Rosalind Raymond, director of public relations and communications, at rraymond@smacna.org. ▼

Manual" based on the new MasterFormat Division 23 – HVAC, and an educational document, "HVAC Systems – Understanding the Basics."

- ▼ SMACNA commissioned a well known industry specifier to develop model specifications documents on several sections of the MasterFormat Division 23 – HVAC. These model specifications documents will reference SMACNA HVAC standards and manuals.

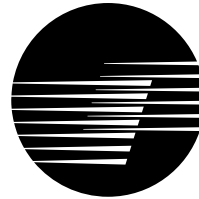
PARTNERSHIP PROGRAMS AND SERVICES

- ▼ Published four issues of the Partners in Progress Magazine. Funded by the Sheet Metal Industry Labor Management Cooperation Fund, the winter issue provided an in-depth look at the future for union sheet metal construction, the spring issue focused on the 2006 Partners in Progress conference.
- ▼ Held a Partners In Progress Conference with the SMWIA in March where more than 425 contractors, chapter executives, business managers, and JATC coordinators attended. The conference tackled future industry challenges.

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SMACNEWS is published monthly by the Sheet Metal and Air Conditioning Contractors' National Association for its national, international and associate members.

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December Year In Review 2006

SMACNA's 2006 Financial Survey Available

SMACNA's 2006 Financial Survey Report is complimentary to SMACNA members who completed the survey. More than 181 contractor firms responded to this valuable member benefit. Again in 2006, customized benchmark data reports comparing a firm's data with industry averages were available to those firms responding to the survey.

The survey report provides operational information on SMACNA firms in the areas of compensation, insurance and benefit plans. SMACNA members who did not participate in the survey may purchase the report for \$165 from the SMACNA publications department at (703) 803-2989 or visit the Web site at www.smacna.org/bookstore/.

The 2007 Financial Survey form will be available in the spring. Watch for the SMACNA Membership Update e-mail for the survey form. Send the form to your accountant or controller for them to complete. It should take them only 10 to 15 minutes to supply all of the requested information. Remember, your information is kept confidential. The more firms that participate the more valuable the data.

For questions regarding SMACNA's Financial Survey, contact Bridgette Bienacker, SMACNA's director of business management and membership at (703) 803-2987 or bbienacker@smacna.org. ▼

- ▼ Released the SMACNA/SMWIA "Live Up To The Promise" DVD. All contractors, chapters, business agents, business managers, international reps and JATC's received a copy of the DVD that was debuted at the Partners in Progress conference.
- ▼ The SMACNA/SMWIA Best Practices Market Expansion Program assisted the Florida Sheet Metal Partnership and Iowa Residential Pilot Program in creating market opportunities for SMACNA contractors and SMWIA members.
- ▼ A new electronic Partnership Communicator newsletter was created and contains a broad range of public relations resources that can be modified to meet local needs. The newsletter contains information on how to make an impact with your press relations activities, links to resources, sample press releases and ideas from SMWIA and SMACNA local areas. Updates will be sent to chapters and local unions. The new Partnership Communicator newsletter is located on the Partners in Progress Web site at www.pinp.org.
- ▼ Completed a research study with the University of Kentucky to analyze the current employees and compare it to the generational, gender and ethnicity differences in the future workers with the objective of improving the industry's abilities to compete for a productive workforce.