

# SMACNA

## News

Volume 41 - Number 4 - April 2007

SMACNA 1943-2007

## Join Colleagues and Industry Leaders At The 2007 Legislative Conference

If you have already made arrangements to attend this year's Campaign for Quality Construction (CQC) legislative conference and plan to join your colleagues and industry leaders Tuesday through Thursday, May 1-3, at the Grand Hyatt hotel in Washington, D.C., a preview of the program and the issues to be discussed are on the SMACNA Web site.

The National Issues Conference gives SMACNA contractors an opportunity to stand with other union contractors to share their expertise and to exert their influence on the House and Senate on industry issues. In addition, the information-packed schedule will be filled with guest speakers such as Pat Buchanan, political analyst, regular contributor to MSNBC and former presidential candidate who will offer his views on immigration and the global economy. Rep. Stephanie Tubbs-Jones (D-11-Ohio) who serves on the House Ways and Means committee will address procurement reform. Eric Olafson, federal affairs coordinator for the Miami-Dade County Board of County Commissions will discuss the three percent withholding tax issue.

On Thursday morning, the group will hear from several of the union presidents regarding their positions on legislative issues of interest to contractors, the political challenges involved and how contractors and unions can work together on these issues.

SMAC PAC is hosting a lunch for its \$5,000 contributors, the Political Pacesetters, who will have the opportunity to talk with featured speaker, Pat Buchanan and get an autographed copy of his latest book. SMAC PAC is also planning a special event for its CI Club members at Lucky Strike Bowling – it's not your father's bowling alley.

Don't miss your chance to participate in this year's influential conference! Take this opportunity to be informed and make your voice count in the nation's Capitol.

More information is available online at [www.smacna.org/legislative/](http://www.smacna.org/legislative/). ▼



## Construction Labor Rate Trends: Wage And Fringe Increases To Continue

The findings of a new report issued by the Construction Labor Research Council (CLRC) indicates that average wage and fringe increases rose slightly to 4.2 percent in 2006, up from 3.9 percent in 2005. According to the report, based upon increases already negotiated in contracts for the next two years, wage and fringe increases will continue at a similar pace. The report indicated that already known increases in effect for 2007 are 4.3 percent and for 2008 are 4.2 percent.

During the five years ending Jan. 1, 2007, the study found that rates increased by 22.6 percent, or close to four percent annually. While the five-year increase is unchanged

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## SMACNA Reaccredited By ANSI

SMACNA has been administratively reaccredited at the direction of American National Standards Institute's (ANSI's) Executive Standards Council, under revised operating procedures for documenting consensus on proposed American National Standards, effective Feb. 23, 2007. ▼

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

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## ***Construction Labor Rate Trends: Wage And Fringe Increases To Continue***

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from a year ago, it is the highest five-year increase since the period ending January 1987. The CLRC said that even though the wage reduction was minimal from 2005 to 2006, it marked a reversal of three years of declines in the rate of escalation.

The report concluded that the peak among recent years was 4.3 percent in 2002 and that the average annual increase has been about \$1.72. Chapters and/or contractors that would like a complete copy of the 14-page report may contact Jason Watson at SMACNA National at [jwatson@smacna.org](mailto:jwatson@smacna.org) or by phone at (703) 803-2981. ▼

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## **SMACNA Encourages Participation In CURT Safety Award Program**

Each year, the Construction Users' Roundtable (CURT) sponsors a safety award program.

The Construction Industry Safety Excellence (CISE) Awards program was established to recognize commendable safety management and safety improvements of owners, constructors, and Local User Councils. For more information visit [www.curt.org/8\\_0\\_safety.html](http://www.curt.org/8_0_safety.html).

CURT will recognize those firms or organizations that have most effectively implemented the recommendations of the CURT Owners' Safety Blueprint (R 807).

A SMACNA member (J.B. Henderson) won a CURT safety award several years ago and they are still reaping the benefits.

The application process must go through a sponsoring association.

If you are interested in applying for this nationally recognized award, please contact Mike McCullion, SMACNA safety and health director at (703) 995-4027 or [mmccullion@smacna.org](mailto:mmccullion@smacna.org). ▼

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## **2007 SMACNA Safety Award Survey – Deadline Approaching Fast**

SMACNA invites all members to participate in the 2007 SMACNA Safety Statistics Evaluation and Awards Program (SSEAP). The final submittal date is approaching fast and the continued success of the program is based on members' responses. Additional responses equal more reliable data.

All entries must be received by May 15, 2007.

The survey form can be submitted electronically online on the SMACNA Web site at [www.smacna.org/members/safetysurvey/](http://www.smacna.org/members/safetysurvey/). Entries can also be submitted by fax or regular mail. Go to the safety Web page on the SMACNA Web site for a "hardcopy" of the two-page survey form.

If you have questions about the SSEAP, please contact Mike McCullion, SMACNA's director of safety and health by telephone at (703) 995-4027 or by e-mail at [mmccullion@smacna.org](mailto:mmccullion@smacna.org). ▼

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## **SMACNA's 2007 Financial Survey – Your Participation Is Critical**

It's time to participate in one of SMACNA's most valuable resources – the 2007 Financial Survey. All information submitted for the survey is strictly confidential – surveys are sent directly to Moss-Adams LLP. The survey may be accessed on SMACNA's Web site at [www.smacna.org](http://www.smacna.org). The deadline for returning your completed survey is May 11.

The survey takes only about 10 or 15 minutes for your accountant to fill out. In addition, the more surveys we receive, the more valuable the data becomes. Many companies count on the SMACNA Financial Survey Results to help them prepare company bids, budgets, financial statements, strategic plans, and to set benchmarks and justify financial figures.

All members who complete a survey will receive a complimentary copy of the Financial Survey Report and Company Performance Report (CPR). The CPR presents your firm's financial data (financial ratios and common-size income statement and balance sheet) alongside three columns of appropriate benchmark data. If you don't fill out the survey, you will have to purchase a copy of the results for \$165.

If you have questions regarding SMACNA's Financial Survey, contact Bridgette Bienacker, director, business management and membership at (703) 803-2987 or [bbienacker@smacna.org](mailto:bbienacker@smacna.org). ▼

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## **Leadership Briefed At Annual President To Presidents Meeting**

The annual President to President's meeting was held March 23 to 24 in Lake Buena Vista, Florida where 34 chapter presidents and vice presidents met with SMACNA leadership.

Meeting attendees were briefed on the board of directors' chapter liaison program, the chapter education program and other newly developed SMACNA programs, services and activities. In addition attendees heard a Best Practices Market Expansion update and a briefing on collective bargaining implications of the Pension Reform Act from outside labor counsel. ▼

## President's Column



Richard J. Cramer Sr.

### Refresher Course On The Benefits Of SMACNA Involvement

As SMACNA's president I felt it important that I participate in the recently held Business Management University. This popular program has been around for years and is always well attended.

My remarks served to welcome these young people to SMACNA and educate them as to what participation in an association can mean to them. In fact, my message is a good refresher for those of us who have served this industry for many years.

Since 1910 there has always been some sort of national association for sheet metal contractors. This was a direct result of contractors realizing that no one contractor – no one firm could adequately represent our industry. Just like in our political process we need to band together, speak out in unison in order to be heard and have influence. We have to be involved, and let our interests be known to such entities as the government, other associations, and the Sheet Metal Workers' International Association (SMWIA).

Our industry needs to have national standards such as our duct construction, architectural and other manuals. If we did not develop these somebody else would do it for us. Other national programs that we have developed in conjunction with the SMWIA, such as the International Training Institute, National Energy Management Institute, and Sheet Metal Occupational Health Institute, help us and contribute to our recognized stature in the construction industry.

In mentioning the SMWIA, we do not think of them as our adversary but rather our partner. We may have different opinions from time to time but most of the time we stand together working to improve and strengthen the union sheet metal industry. They have helped us by placing our industry fund in the Standard Form of Union Agreement. One of SMACNA's long-term goals specifically states that a SMACNA/union partnership provides unprecedented competitive advantage in the market place.

In ending my message to the Business Management University class of 2007, I urged them to look for opportunities back home to get involved with their local chapter. If that wasn't possible, I suggested they, like all of you, should consider applying for a national committee, board or task force.

Currently, SMACNA is accepting applications for committee, board or task force members. Not only is this a great opportunity for our newer members, but it is also a great opportunity for longtime members.

SMACNA is in the enviable position each year of having more candidate applications than openings available on committees.

Speaking from experience I have served two terms on the board and, each time, did not make it on my first try. So do not be discouraged if you do not make it on your first try. The application forms are on the SMACNA Web site on the Members Only page.

Over the years the best source of help I have received has come from fellow contractors I have met through SMACNA. These are people who are in the same business as you and experience the same trials and tribulations. Serving on a SMACNA committee, board or task force is a good way to meet your fellow contractors, help yourself, and this industry at the same time.

So don't hesitate to throw your hat in the ring, you can't afford not to.

Sincerely,

A handwritten signature in cursive script that reads "Richard J. Cramer Sr." The signature is written in dark ink on a white background.

Richard J. Cramer Sr.  
SMACNA President

## Sheet Metal Welding Guide Now Available

The newly revised third edition of the "Sheet Metal Welding Guide" is now available.

This edition reflects the latest welding technology and methods. Designed to help contractors understand and manage their welding operation more profitably, it includes updated coverage of welding processes, flux cored wire guidelines and the latest equipment. The safety chapter covers such items as health effects, hazard controls and safety procedures. Other chapters include guidelines for developing welding procedures, controlling weld quality, estimating, hiring and training welders and welder certification.

This new publication features updated figures and drawings of typical welded joint designs. New guidelines for developing welding procedures are provided in the chapter on standards, codes and specifications. The estimating portion is expanded and provides both a short and long method of estimating welding costs with examples. Welder training is updated and covers the International Training Institute's (ITI) welding program and welder qualification. Integration of metric units is incorporated into the text and tables using "soft" conversion methods.

Members may purchase the 174-page "Sheet Metal Welding Guide," (third edition, 2007) at the special member price of \$17 for the book, \$20 for the CD-ROM, \$27 for the CD/book combo and \$17 for the PDF download.

Nonmember prices are \$108 for the book, \$130 for the CD-ROM, \$173 for the CD/book combo and \$108 for the PDF download.

Architectural and engineering firms may purchase the new publication at the discounted price of \$75 for the book, \$90 for the CD-ROM, \$120 for the CD/book combo and \$75 for the PDF download.

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

## Meet the Board: Rob Biedermann

Rob Biedermann, of the J.B. Henderson Construction Company Inc., of Albuquerque, N.M. was elected to a four-year term on the SMACNA Board of Directors, effective Oct.11, 2006.

“SMACNA provides technical and management resources integral to the smooth and successful operations of each of our companies and chapters. Serving in this additional capacity within SMACNA gives me the opportunity to give back,” Mr. Biedermann said.



Rob Biedermann

Currently, Mr. Biedermann is a member of the National Joint Adjustment Board and a management panelist for the Standard Form of Union Agreement Article X.

In addition, he is a member of the New Mexico Sheet Metal Contractors Association where he is a member of the Labor Committee and the Education Committee. Previously, he was a trustee of the Arizona Sheet Metal Pension, Health and Welfare and 401K Trust Fund.

Mr. Biedermann graduated from Arizona State University with a bachelor's degree and masters of science degree in Heavy Construction and Construction Management. He previously served 12 years with the U.S. Army Corps of Engineers and attained the rank of major. ▼

## SMACNA's 2007 Business Management University – A Huge Success

SMACNA's 2007 Business Management University (BMU) was held Feb. 26 to March 1, 2007 in Tempe, Ariz. The program was attended by 38 participants and was a huge success. All the attendees came away with a wealth of business management information and with hopes of implementing the ideas they had learned.



President Richard J. Cramer Sr., encouraging attendees by discussing SMACNA involvement.

The sessions included change orders, surety issues, financial management, practical business planning, and effective negotiations. SMACNA President, Richard J. Cramer Sr., addressed the attendees by discussing SMACNA resources and encouraging involvement at the national and chapter level.

For more information on the 2008 Business Management University or other SMACNA classes and programs contact Bridgette Bienacker, director, business management and membership at (703) 803-2987 or [bbienacker@smacna.org](mailto:bbienacker@smacna.org). ▼

## Hexavalent Chromium - May 2007 Compliance Date For Small Businesses

Over the past year or so, SMACNA has publicized the new OSHA standard for Hexavalent Chromium through newsletter articles and posting compliance assistance information. One last “piece to the puzzle” is the May 30, 2007 compliance date for small companies (employers with 19 or fewer employees). The initial compliance date for larger companies was Nov. 27, 2006.

“Hexchrome” is found in the fumes generated by work activities such as welding, grinding, and cutting. If your company conducts this type of work on stainless steel or chrome coated metals, you should be aware of the standard including the May 2007 compliance date.

Compliance assistance information is available on the safety page of the SMACNA Web site at [www.smacna.org/safety](http://www.smacna.org/safety). This information includes SMACNA's original comment letter to OSHA, a detailed summary of the final standard, a fact sheet of compliance requirements, air monitoring guidance, and an air monitoring checklist.

SMACNA has received reports of air monitoring results from various members. Although most of the results appear to be below the required threshold limits, results could be elevated in situations where stainless steel welding is significant and/or air circulation is limited.

All SMACNA members are encouraged to evaluate their welding processes and related activities, identify which processes may generate excessive hexavalent chromium fumes, and implement a compliance plan. Initial air monitoring is likely needed and can be done in-house by an insurance provider or an outside consultant.

For more information, contact Mike McCullion, SMACNA's director of safety and health, at (703) 995-4027, or [mmccullion@smacna.org](mailto:mmccullion@smacna.org). ▼

## NJAB Update

The National Joint Adjustment Board (NJAB) resolved two Article X, Section 8 cases and two Article X, Section 4 cases at its February meeting in Orlando, Fla. The remaining 2007 NJAB meetings will be held as follows:

June 11-13, 2007 in Indianapolis, Ind. – The cutoff date for submissions is May 21, 2007. Submissions mailed between May 17th and May 21st must be sent via overnight mail service to the street address listed below.

September 11-12, 2007 in Denver, Colo. – The cutoff date for submissions is, Aug. 21, 2007. Submissions mailed between August 17th and August 21st must be sent via overnight mail service to the street address listed below.

NJAB Address:  
P.O. Box 220956  
Chantilly, VA 20153-0956

Street Address:  
4201 Lafayette Center Drive  
Chantilly, VA 20151-1209

## In Memoriam: Richard Lomas

SMACNA Board member, Richard Lomas, 58, passed away on April 4, 2007 when the small plane he was on crashed on Maryland's Eastern Shore.



Richard Lomas

Mr. Lomas, president of ABM Air Conditioning and Heating Inc., of Hawthorne, N.Y., was elected to SMACNA's Board of Directors in October 2005. He served on the HVAC Contractors Council Steering Committee and Service Contractors Council Steering Committee. In addition, he was chairman of the Contracts Committee.

Mr. Lomas was active in the SMACNA of Southeastern New York chapter, in Elmsford, N.Y., where he was a past president and vice president and served on the Board of Directors.

Gregory Doppke, 62, his business partner of more than 20 years and an active SMACNA member, was also on the plane.

Mr. Lomas is survived by his wife Allison, and a son and daughter. ▼

## What Is Shaping The HVAC Industry's Future? Is Green Construction A Passing Fad?

This year's HVAC Contractors forum during SMACNA's annual convention, Oct. 21 to 24, in Las Vegas, will explore what market drivers will shape the HVAC industry's future and whether or not green construction is a new market or just a passing fad.

Mr. John Conover, president of Trane in the Americas region, will delve into trends, past experience and his view of the current HVAC industry. He will also discuss the many factors that influence the HVAC industry ranging from small developments in technology, political drivers, employment concerns to global environmental concerns.

Improvements in the HVAC industry have been brought on by a number of factors including technical, market changes, energy and environmental concerns, and political decisions. Regardless of the reason for the changes, it is our obligation to understand and help shape the changes for the benefit of our customers, our employees and our industry's future.

Thomas Glavinich, an associate professor in the Department of Civil, Environmental and Architectural Engineering at the University of Kansas, will discuss how green is here to stay and the impact these projects have on SMACNA HVAC contractors' bid preparation and project management. SMACNA's "HVAC Guide to Bidding Green Projects" will be discussed.

The forum will conclude with a roundtable discussion on topics relevant to SMACNA HVAC contractors.

For more information on the annual convention, Oct. 21 to 24, contact Mary Lou Taylor, director of meetings and convention at (703) 803-2998 or mtaylor@smacna.org. ▼



John Conover



Thomas Glavinich

## SMACNA's New Associate Member Program Welcomes Latest Members

SMACNA is proud to welcome McQuay International as sustaining associate member and Ruskin Air and Sound Control as a contributing Associate member.






SMACNA's new Associate Member Program provides eligible industry suppliers increased marketing, promotional and networking opportunities within SMACNA.

This new dynamic year-round Associate Member Program combines the best of SMACNA's former Associate Membership, Sponsorship, and Product Show Exhibitor Programs. The end result is a higher profile and increased visibility for industry suppliers and liaisons.

There are three levels of benefits – Affiliate Associate Member-\$25,000; Sustaining Associate Member-\$15,000; Contributing Associate Member-\$7,500. Each classification has its own membership fee and benefit package.

SMACNA members and industry organizations can also reap the same benefits of SMACNA's Associate Member Program with SMACNA's Patron Program. The new Patron Program is structured to mirror the different associate member classifications or levels – Affiliate, Sustaining and Contributing. Simply select the level that will deliver the one-on-one marketing opportunities your firm requires.

For more information, contact J. Robert Roach, SMACNA executive director of operations at (703) 803-2980, or by e-mail at broach@smacna.org. ▼

<p>Sustaining Associate Member</p>   	<p>Contributing Associate Member</p>     
<p>Sustaining Patron Member</p> 	<p>SHEET METAL CONNECTORS, INC.</p>

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April 2007

## Recent Electronic Mailings

SMACNA alerted members to a variety of events and services through e-mail. If you would like any of these items in hard copy, please contact Bob Roach at (703) 803-2980 or [broach@smacna.org](mailto:broach@smacna.org).

### Chaptergram

- March 30 (Issue 8) – National Pension Fund Presentation to SMWIA Business Managers & Agents – 3/27/06
- March 21 (Issue 7) – Board of Directors Meeting Report; Critical Deadline: Legislative Conference Hotel Rooms NOT Available After March 26
- March 14 (Issue 6) – Council of Chapter Representatives – Call for Agenda Items – Meeting Registration Form; Time is Running Out! Sign-Up Now For the Collectively Bargained Workers' Compensation Seminar; Safety Survey Deadline Approaching Fast; 2007 SMACNA Financial Survey; OSHA Standard For Hexavalent Chromium-Compliance Date For "Small Companies" is May 30
- March 9 (Issue 5) – For Democracy To Work You Have to Participate... Come To Washington, D.C.; New Price List Order Forms For Technical Publications

### Membership Update

- March 23 (Issue 6) – Critical Deadline: Legislative Conference Hotel Rooms NOT Available After March 26; 2007 College of Fellows Raffle; Campaign for Quality Construction Testifies Opposing New 3 Percent Withholding Tax on Government Contracts
- March 16 (Issue 5) – Call for Committee Member and Task Force Candidates; SMACNA College of Fellows 2007 Scholarships; Time is Running Out! Sign-Up Now For the Collectively Bargained Workers' Compensation Seminar; Annual Labor Report Supplemental Page; SMACNA Safety Survey Deadline Approaching Fast
- March 8 (Issue 4) – For Democracy to Work You Have to Participate... Come to Washington, D.C. May 1-3

To receive SMACNA electronic bulletins visit [www.smacna.org/users](http://www.smacna.org/users) and select your "Communications Interests." ▼

## Reminders

### April 2007

- Collectively Bargained Workers' Comp. Seminar – April 11, St. Louis, Mo.
- College of Fellows Meeting – April 27-28, La Quinta, Calif.

### May 2007

- Campaign for Quality Construction Legislative Conference – May 1-3, Washington, D.C.
- Committee Member and Task Force Candidates Applications Due May 8th
- SMACNA 2007 Financial Survey Due May 11th
- SMACNA Safety Award Survey Due May 15th

### June 2007

- NJAB Meeting – June 11-13, Indianapolis, Ind.
- Council Meeting – June 3-5, Jackson Hole, Wyo.

### September 2007

- NJAB Meeting – Sept. 11-12, Denver, Colo.

### Future Conventions

- Oct. 21-24, 2007 – Mandalay Bay Hotel, Las Vegas
- Oct. 19-22, 2008 – Grand Wailea Hotel, Maui, Hawaii
- October 11-15, 2009 – Palm Desert, California
- October 17-21, 2010 – Phoenix, Arizona