

# SMACNA

## News

Volume 41 • Number 1 • January 2007

SMACNA 1943-2007

## 2007 Industry Trends – Looking Good

A representative survey of SMACNA Chapters nationwide indicates a positive outlook for man-hours in 2007. As is the norm, a few pockets of the country are reporting negatives, but on the whole most areas report they are holding steady or are expecting increases. Most notably, many of the Northeast markets have rebounded.

Several areas report very slow, but steady progress into the residential and light commercial market, while others have all but thrown in the towel in these two areas. One group has a new light commercial contract for 2007 and hopes that this labor/management partnership will result in new market share.

Others are seeing more “green” buildings being specified by city governments and school administrators. Health care is the primary driver in several major markets and continues to require the expertise of SMACNA members. Fire damper inspection is proving to be a growth opportunity in some commercial markets. In several areas architectural work is proving to be a new market opportunity.

Tempering the positive man-hour predictions, however, are concerns about the National Pension Fund, competitiveness, escalating health care costs, getting paid in a timely manner, and replacing retiring skilled labor with low quality apprentices. ▼

## Pat Buchanan To Speak At The 2007 Legislative Conference

The 2007 Campaign for Quality Construction (CQC) legislative conference will be held May 1-3 at the Grand Hyatt Hotel in Washington, D.C.

Pat Buchanan, political analyst, regular contributor to MSNBC and former presidential candidate, will be a guest speaker at the conference. Mr. Buchanan will discuss his views on immigration reform and the global economy and will also offer his assessment on the challenges faced by the new Democratic majorities in the Senate and House.

The issues lineup is already taking shape on the Hill. It is anticipated that immigration reform, federal contract payment and procurement issues and healthcare proposals will be on the table. If union construction associations are to have a positive impact on the legislative process, it is imperative that contractors communicate what we need to compete effectively in the marketplace. The new Congress gives the CQC a great opportunity to build a multi-party approach in crafting solutions to industry problems.



Pat Buchanan

*Continued on page 2*

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



## Pension Protection, Hexavalent Chromium Standard Top December Council Agenda

The Council of Chapter Representatives met in early December and heard reports on the 2006 Pension Protection Act by Watson Wyatt Inc., independent pension consultants; an update on the status of the National Pension Fund, as well as a report on the ITI, NEMI and SMOHIT.

Presentations to the Council included an analysis of the NLRB v. Kentucky River Community Care case and an updated review of the Occupational Safety and Health Administration (OSHA) Hexavalent Chromium Standard.

Mr. Edwin G. Foulke, Jr., assistant secretary of labor for OSHA, was a guest at the Council and spoke about OSHA initiatives. Mr. Foulke, SMACNA President Richard J. Cramer Sr., and SMACNA Safety and Health Director Mike McCullion signed a renewal of the SMACNA/OSHA Alliance for an additional year.

Thomas Keating was elected as Council vice chairman for 2007. ▼

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## ***Pat Buchanan To Speak At The 2007 Legislative Conference***

*Continued from page 1*

The Campaign for Quality Construction legislative conference is sponsored by SMACNA and its Alliance legislative partners, National Electrical Contractors Association (NECA), Mechanical Contractors Association of America (MCAA), along with the Finishing Contractors Association (FCA) The Association of Union Constructors (TAUC), and The International Council of Employers of Bricklayers and Allied Crafts (ICEBAC)

Mark your calendar now and plan to join your fellow SMACNA contractors Tuesday through Thursday, May 1 to 3, to advance industry interests in Washington. For more information on this event, contact the Capitol Hill office at (202) 547-8202. ▼

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## **SMAC PAC Fundraising Update**

During the 2005-2006 election cycle SMAC PAC raised \$339,000 in personal money from 296 SMACNA members. SMAC PAC made \$322,000 in contributions to 84 candidates.

SMAC PAC's Administrative Fund raised almost \$190,000 in the two-year cycle. ▼

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## ***In Memoriam: Former Editor And Publisher Of SNIPS Magazine***

Edward C. "Nick" Carter Jr., the former editor and publisher of Snips magazine, died Nov. 5, 2006, of cancer. He was 80.

Mr. Carter was born March 5, 1926, in Chicago. After serving in the U.S. Army and Air Force during World War II, Mr. Carter returned to Chicago to work with his father, Edward, on the sheet metal/HVAC trade journal Snips, which his father started in 1932. He became the magazine's editor and publisher after his father died in 1973. He continued in that role until the magazine was purchased by BNP Media.

He is survived by his wife Carol; his son, Edward Carter III; and his grandson, Edward Carter IV. The family suggests memorial donations to the American Cancer Society. ▼

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## **2007 SMACNA Safety Award Survey Available Online**

The New Year means that it is time for the 2007 SMACNA Safety Statistics Evaluation and Awards Program (SSEAP). This annual program is the tool SMACNA uses to obtain valuable information about the safety and health programs of its members, determine winners of the annual safety awards, and provide significant safety feedback to the membership.

It's easy for SMACNA members to complete and submit their form online by going to the SMACNA Web site at [www.smacna.org/members/safetysurvey/](http://www.smacna.org/members/safetysurvey/).

First you must be registered for SMACNA's "Members Only" Web site. If you haven't registered for this site, you can do so at [www.smacna.org/index.cfm?fuseaction=profile](http://www.smacna.org/index.cfm?fuseaction=profile) or by contacting Jeannette Schluderberg directly at (703) 803-2991.

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 survey form.

All entries must be received by May 15, 2007. Please submit your survey early.

First place winners in each man-hour category will be presented with their awards at the SMACNA annual convention in Las Vegas. Second place winners and third place winners, and all participants who report zero lost workdays, will have their awards shipped to them.

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

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## ***Mutual Gains Bargaining Workshop – Sign Up Now***

SMACNA along with the Sheet Metal Workers' International Association (SMWIA) is pleased to offer a two-day Better Bargaining Session on March 1 - 2, 2007 in Orlando, Fla. Chapters and local unions should take advantage of this valuable session led by Mike Gaffney which focuses on interest-based bargaining methods toward conflict resolution.

This course is recommended for those who are new to bargaining as well as those who previously were students of Bernie Flaherty. Led by Bernie's colleague, Mike Gaffney, Better Bargaining will concentrate on the practical nuts and bolts of interest-based bargaining toward conflict resolution.

Dealing with difficult bargainers will also be addressed. It should be noted that this will be the last time Mutual Gains Bargaining will be offered free of charge to registrants. Future seminars will require a registration fee. For more information visit the SMACNA Web site at [www.smacna.org](http://www.smacna.org). ▼

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## **Contractor In the News**

### **Georgia Contractor Receives Prestigious ASHRAE ALCO Award**

David McKenney, of McKenney's Inc., Atlanta, Ga., recently received the prestigious ASHRAE ALCO award. The award recognizes outstanding community service, which helps to improve the image of the engineer.

David's community service work includes funding half of the endowed chair in Building Mechanical Systems in the School of Mechanical Engineering at Georgia Tech as well as serving as a member of the Downtown Atlanta Rotary Club, a trustee of the Georgia Tech Foundation, board chair of the Bobby Dodd Institute and an active member of St. Luke's Presbyterian Church. ▼

## President's Column



Richard J. Cramer Sr.

### What's New From SMACNA In 2007

If maximizing the products and services available to your firm and your employees is high on your "to do" list for 2007, make certain you have read the special "red" 2006 Year in Review edition of SMACNews. Not only will you learn what SMACNA did on your behalf in 2006, but you'll also get a head start on products to watch for in 2007.

For example, in 2006 the Bid Specifications Task Force worked on two documents; The "Bid Specifications Reference Manual" based on the new MasterFormat Division 23 – HVAC, and an educational document, "HVAC Systems – Understanding the Basics." These guides will be available free of charge to SMACNA members in 2007.

SMACNA developed comprehensive guidelines for Hexavalent Chromium compliance assistance and posted it on the Members Only safety page of the SMACNA Web site [www.smacna.org/safety](http://www.smacna.org/safety). It is available to SMACNA members free of charge.

Is your SMACNA technical library up to date? This Year in Review issue lists the new publications available in 2006 and which ones to watch for in 2007. The member prices for these books, PDFs, and CD-ROMs are so incredibly reasonable, you can't afford not to have duplicate copies throughout your shop.

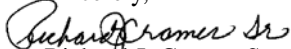
In 2006, more than 700 drawings, charts and tables in their "native file" format were made available to SMACNA members. It is not necessary to purchase the manual in order to download native files. You are encouraged to copy these drawings and charts and incorporate them in your own documents, free of charge. Visit the Members Only section of the SMACNA Publications Store for more information. (See related article on p. 5.)

SMACNA's labor department sponsored, along with the SMWIA, our biannual Labor Management Partnership Conference aimed at expanding market share. In 2007, watch for the best practices road show to visit chapters and locals and to help reinforce building partnerships.

In 2006, SMACNA's legislative department worked in conjunction with the Multiemployer Pension Reform Coalition, and 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. A comprehensive written analysis will be forthcoming this year as more of the legislative details are available.

So please take a look at this bonus "red" issue of SMACNews and make certain you're aware of all the SMACNA programs and services, many of them free, and all are tailored to make your business grow.

Sincerely,

  
Richard J. Cramer Sr.  
SMACNA President

## College of Fellows Issues A Call For Candidates And Scholarship Applications

The SMACNA College of Fellows is now receiving nominations of candidates for fellowship. Applications may be submitted by any two SMACNA fellows, a majority of the National Board of Directors, a majority of a local chapter Board of Directors or by any two past presidents of SMACNA National.

### The deadline for the nominations is March 16, 2007.

The SMACNA College of Fellows is accepting scholarship applications for the academic year 2007-2008. Scholarships are open to freshman and/or undergraduate college students whose parents are employed by SMACNA members, SMACNA chapters, the SMACNA national office or associate members of SMACNA national. Criteria for selection include academic goals, academic achievement and involvement in extracurricular and community activities.

### The deadline for scholarship applications is April 30, 2007.

For more information or questions on the scholarship program or for candidates for fellowship, contact Bob Roach, executive director of operations. Call (703) 803-2983 or e-mail [broach@smacna.org](mailto:broach@smacna.org). ▼

### SMACNA Welcome New Members

The following companies have recently joined SMACNA:

- Airtek Pneumatics LTD., Surrey, B.C. (British Columbia Sheet Metal Association)
- American Metal Products, San Francisco, Calif. (Bay Area SMACNA Chapter)
- Design Flow Associates LLC, Halifax, Mass. (SMACNA Boston Inc.)
- Gribbins Insulation, Evansville, Ind. (Sheet Metal Contractors Association of Evansville)
- Northwest Sheet Metal LTD, Surrey, B.C. (British Columbia Sheet Metal Association)
- Pioneer Roofing Organization, San Francisco, Calif. (Bay Area SMACNA Chapter)
- Tru-Duct Inc., Spring Valley, Calif. (SMACNA of San Diego)

## Hurry! Register Now For The Collective Bargaining Orientation

Time is running out to register for SMACNA's Collective Bargaining Orientation. Scheduled for Feb. 13, 2007, the conference will be held at the Marriott Dallas/Ft. Worth Airport North in Dallas, Texas and will provide bargainiers with advice on preparing for bargaining and a comprehensive discussion on the legal framework for bargaining.

Other topics to be covered include preparing for bargaining/dos and don'ts, legal framework for collective bargaining,

Pension Protection Act changes affecting collective bargaining, Pension Protection Act questions and answers and preserving the multiemployer unit at impasse.

SMACNA Contractors and Chapter Executives interested in registering should complete the registration form below and fax it to (703) 803-3732.

# 2007 SMACNA Collective Bargaining Orientation

Marriot Dallas/Ft. Worth Airport North  
February 13, 2007

## Tentative Agenda

7:30 a.m.	Breakfast	12:30 p.m.	Lunch
8:00 a.m.	Introduction	1:15 p.m.	Pension Protection Act Questions & Answers
8:15 a.m.	Preparing for Bargaining/ Dos and Don'ts	2:15 p.m.	Preserving the multi-employer unit at Impasse
9:45 a.m.	Break	3:30 p.m.	Break
10:00 a.m.	Legal Framework for Collective Bargaining	3:45 p.m.	Wrap Session
11:30 a.m.	Pension Protection Act Changes affecting Collective Bargaining	4:30 p.m.	Adjourn

### Reserve Your Place Now At The 2007 Collective Bargaining Orientation!

February 13, 2007 • Marriot Dallas/Ft. Worth Airport North • 8440 Freeport Parkway, Irving, TX 75063

Phone: (972) 929-8800 • Fax: (972) 929-6501

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Nickname for Badge: \_\_\_\_\_

Date of Arrival: \_\_\_\_\_ Date of Departure: \_\_\_\_\_

**Room Rate: \$189 Single/Double plus applicable taxes**

#### Registration Fee:

Conference: \$195/person \_\_\_\_\_ (\$ x number of persons)

TOTAL:

\_\_\_\_\_ Check Enclosed

\_\_\_\_\_ Please charge to my (circle one): Visa/MasterCard/Amex

Card # \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Print name as it appears on card: \_\_\_\_\_

PLEASE FAX THIS FORM TO:  
SMACNA MEETINGS & CONVENTION DEPARTMENT  
P.O. Box 221230, Chantilly, VA 20153-1209 • Phone (703) 803-2980 • FAX (703) 803-3732

## SMACNA Web Site Provides Valuable Members Only Resources

In October 2006, more than 21,000 different users visited [www.smacna.org](http://www.smacna.org) nearly 68,000 times. Although many of the visitors came to purchase SMACNA manuals or search for SMACNA contractors, many were SMACNA members and Chapter executives accessing Members Only resources.

Are you taking advantage of this valuable resource? Below are a number of resources available to SMACNA members through the site.

- Annual Safety Survey – An online version of SMACNA's 2007 Annual Safety Awards Survey is now available.
- Business Management University and Graduate Program Registration
- Contracts Bulletins – A searchable database of 95 Contract Bulletins covering a wide range of contract-related topics.
- High Performing Contractor – Includes SMACNA's Creating the High Performing Contracting Company document and the High Performing Contractor Assessment Updates (A searchable database of 24 issues over the past four years).
- Legislative Affairs – Include' SMACNA policies on current legislative issues, including the recent Pension Protection Act.
- Labor Relations – Includes bi-monthly Labor Reports, NJAB submittal forms, contract language, seminar presentations and more.
- Member and Chapter Mailings – a searchable database of all Membership Updates and Chaptergrams.
- Project Management – Includes a downloadable version of SMACNA's Project Management Manual.

These and many more Members Only resources are available at [www.smacna.org/members](http://www.smacna.org/members). Take full advantage of this member-valued resource. ▼

### *Have You Applied To Use The Expertise Logos?*

The SMWIA/SMACNA Best Practices Market Expansion Task Force's "Expertise" logos are available for contractors, chapters and locals to use in marketing the unionized sector of the sheet metal industry. Here's how to apply to use the logos:

1. Go to [www.pinp.org](http://www.pinp.org).
2. Click on either "Licensing Information for Expertise Logos" or "Licensing Information for the Comprehensive Expertise Logo." Both links appear on the lower right side of the Partners in Progress home-page.
3. Complete and fax, mail or e-mail the authorization form to Jen Squirewell at [jsquirewell@smacna.org](mailto:jsquirewell@smacna.org) or (703) 803-3704.
4. Once accepted, you will be advised and a copy of the signed form will be sent to you.

The logos were developed to promote the skill and expertise of SMACNA contractors and their workers. SMACNA members should promote their expertise by using the expertise logos on proposals, estimates, invoices, business cards, truck side panels and ads. Displaying these logos tells your customers that you employ highly skilled technicians with hands-on expertise. ▼

## *Free Technical Drawings, Charts And Tables Available To Members Only*

Did you know that more than 700 drawings, charts and tables in their "native file" (CAD) format are available to SMACNA members as a no-cost download?

To access these files, members must log into the Members Only portion of the online Publications Store at [www.smacna.org/bookstore/](http://www.smacna.org/bookstore/). After each manual that contains drawings, select the "native file" format icon and a list of the files available will appear. Members may select as many files as they need. Once a file is downloaded, it may be modified for use as a detail in a specific project.

Currently, the following SMACNA technical manuals contain drawings, charts and tables for download:

- "Accepted Industry Practices for Sheet Metal Lagging" – 54 DWG drawings
- "Architectural Sheet Metal Manual" – 197 DWG drawings
- "HVAC Duct Construction Standard – Metal and Flexible" – 131 DWG drawings
- "Round Industrial Duct Construction Standards" – 54 DXF drawings; 47 MS Word tables
- "Ducted Electric Heat Guide for Air Handling Systems" – 16 TIFF images
- "Kitchen Ventilation Systems & Food Service Equipment Guidelines" – 71 DXF drawings
- "Guide for Steel Stack Construction" – 15 DWG drawings
- "HVAC Systems TAB Manual" – 24 Excel spreadsheets (TAB Report forms)
- "Seismic Restraint Manual: Guidelines for Mechanical Systems" – 62 DXF drawings
- "Thermoplastic Duct (PVC) Construction Manual" – 27 DXF drawings
- "Thermoset FRP Duct Construction Manual" – 35 DXF drawings

As new manuals are published or existing manuals are updated, so are the corresponding native file formats. The "HVAC Duct Construction Standard–Metal and Flexible" is SMACNA's most recent update and several new and revised drawings are available.

If you have any questions about downloading native file formats, please contact Sue Baker at [sbaker@smacna.org](mailto:sbaker@smacna.org) or (703) 803-2980. ▼

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Editor: Rosalind P. Raymond  
Assistant Editor/Writer: Sarah K. Moore  
Communications Specialist: Denise J. Ladd



[www.smacna.org](http://www.smacna.org)

**SMACNA Headquarters:**  
P. O. Box 221230 • Chantilly, VA 20153-1230  
(703) 803-2980; FAX (703) 803-3732

**Capitol Hill Office:**  
305-4th Street, NE • Washington, DC 20002  
(202) 547-8202; FAX (202) 547-8810

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[www.smacna.org](http://www.smacna.org)**

January 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

- December 21 (Issue 21) – National Pension Fund Article That Will Appear in SMWIA Journal

### Membership Update

- December 31 (Issue 15) – Labor Report – December 2006

### Products and Services Update

- December 13 (Issue 8) – How Green Is My Company; ASHRAE Publishes User's Manual For Standard 62.3; The Vicon of Your Future... Plasma Cutting Machines, Duct Line Systems, Rollformers, TDX Machines; Duro Dyne Contacts That Count; 2007 AHR Expo – January 29-31, Dallas Texas

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

## Holiday Observed

The SMACNA National offices will be closed on Monday, Jan. 15 in observance of Martin Luther King Jr. Day. ▼

## Reminders

### January 2007

- Business Management Graduate I Program – Jan. 29-31, Tempe, Ariz.

### February 2007

- Collective Bargaining Orientation – Feb. 13, Dallas
- NJAB Meeting – Feb. 26-27, Orlando, Fla.
- Business Management University Program – Feb. 26 to March 1, Tempe, Ariz.

### March 2007

- President to Presidents Meeting – March 23-24, Orlando, Fla.
- Mutual Gains Bargaining – March 1-2, Orlando, Fla.

### April 2007

- College of Fellows Meeting – April 27-28, La Quinta, Calif.

### May 2007

- Campaign for Quality Construction Legislative Conference – May 1-3, Washington, D.C.

### 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