

# SMAC

## News

Volume 41 • Number 7 • July 2007

SMACNA 1943-2007

## Three Percent Withholding Repeal Heating Up

Congressional visits by SMACNA contractors during the 2007 Legislative Conference had a big impact. During the conference there were 17 co-sponsors of H.R. 1023. Now the repeal bill has 154 bi-partisan co-sponsors. In a recent development, two Republican senators are working on a bill that would address the very real problem of government contractors not paying their taxes and would also repeal the three percent withholding provision.

Section 511 of the Tax Increase Prevention and Reconciliation Act (P.L. 109-222) requires all government entities—federal, state and local—to deduct and withhold three percent from all payments made to any individual or business providing any goods or services beginning in 2011. The withheld amount will go to the federal government for feder-

*Continued on page 7*

## Council Reports: Leak Testing, Pension Protection Act, National Pension Fund

Leak testing for “grease duct” as referenced in the 2006 International Mechanical Code was a primary issue on the Council of Chapter Representatives June meeting agenda. Council action requests SMACNA’s Technical Services Department to prepare and circulate a Technical Bulletin that would further define “grease duct leakage test via light test or equivalent” as referenced in the IMC 2006.

Presentations to the Council included updates on the status of the National Pension Fund, on the impact of the Pension Protection Act on Collective Bargaining, the National Council on Compensation Insurance Sheet Metal Classification Modifications and an update on Collectively Bargained Workers Compensation Plan.

Rap session topics ranged from providing health care for retirees, health savings plan, sheet metal apprenticeship loan agreement, manpower ratios, and the Helmets to Hard Hats program.

The December 2007 Council meeting will be in Key West, Fla. ▼

## SMWIA Set To Merge With UTU

The Sheet Metal Workers’ International Association (SMWIA) and the United Transportation Union (UTU) recently announced plans to merge into a new 230,000 member union called the International Association of Sheet Metal, Air, Rail and Transportation Workers (SMART). Currently, the UTU has a membership of 81,000 members; while the SMWIA has some 150,000 active members.

*Continued on page 3*



The logo features a stylized diamond shape composed of horizontal blue lines. Inside the diamond, the text "HVAC Industrial Architectural Metal" is written in a sans-serif font. Below the diamond, the word "EXPERTISE" is written in a large, bold, red font. Underneath "EXPERTISE", the words "PERFORMANCE • TRAINING • STANDARDS" are written in a smaller, blue font.

## Save The Date! The Dynamic Mark Breslin Is Back

Employing his dynamic and down-to-earth candid approach, nationally recognized speaker, trainer and facilitator Mark Breslin, will return to play a leadership role at the 2008 Partners in Progress Conference, April 3-5, in Las Vegas at Caesars Palace. The conference theme is: Face Challenges. Create Solutions. Mr. Breslin will strive to make the theme a reality.



Mark Breslin

Playing both sides of the fence, Mr. Breslin admits to being a management SOB, while at the same time being honored by local and international unions. He urges both labor and management to step up and

*Continued on page 2*

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

---

## **New Contracts Bulletin: The Personal Side Of Personal Guaranties**

There is nothing more personal than a personal guaranty. The June 2007 Contracts Bulletin discusses how to limit liabilities of personal guaranties including seven specific ways business owners can limit the reach of a personal guaranty.

Business owners often go to great lengths to minimize the risk of personal liability. At a minimum, a prudent business owner will operate his or her business under the protection of a corporation, limited liability company or other form of business entity, buy liability insurance to protect against liability and take steps in the operation of the business to reduce the exposure to personal liability.

To read this Contracts Bulletin, on the Members Only section of the SMACNA Web site, go to [www.smacna.org](http://www.smacna.org). ▼

---

## **Organizations Collaborate To Provide IAQ Guidance**

SMACNA is one of six organizations related to the built environment collaborating to provide advanced indoor air quality (IAQ) design guidance for the industry.

The collaboration will develop a book and professional development course that will describe an integrated process for achieving improved IAQ in all elements of a building.

Other participating organizations are the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE, [www.ashrae.org](http://www.ashrae.org)), the American Institute of Architects (AIA, [www.aia.org](http://www.aia.org)), the Building Owners and Managers Association (BOMA, [www.boma.org](http://www.boma.org)), the U.S. Environmental Protection Agency (EPA, [www.epa.gov](http://www.epa.gov)), and the U.S. Green Building Council (USGBC, [www.usgbc.org](http://www.usgbc.org)).

The groups recently formalized the collaboration through a memorandum of understanding.

“We are pleased to partner with these organizations because of these efforts SMACNA members will gain realistic best practices of design/construction/operations and maintenance to better serve their customers in achieving

*Continued on page 8*

## **New SMACNA Business Management Program: A Webinar Creating Project Kick-Off Meetings With Impact**

Congratulations! Your company has just won an important new project. Getting all of your people to work as a team and understand their roles and responsibilities is critical to the successful outcome of this project.

To assist you in this important opportunity, SMACNA is introducing a new program to help project managers, estimators, and operation managers create new project kick-off meetings with impact. The program will be held on Sept. 11, 2007 from 11:00 a.m. to noon Eastern Standard Time at your computer or conference room. There is a \$50 registration fee per company.

Participants will learn the importance of preplanning and being prepared, 47 items you and your production team need before the job commences, who should attend the kick-off meeting and why, how to insure that everyone in the kick-off meeting is prepared and how to use kick-off meetings to hold the field and estimating teams accountable and how to get the production team to buy-in. This program is designed to help you and your production team beat the estimate.

This is the first time SMACNA has offered a Webinar, which involves the use of audio and/or video broadcast over the Internet resulting in an interactive, online presentation. Participants have the ability to participate with questions and answers with immediate feedback during the program and will be able to join the discussion or ask questions via phone or online. Best of all, Webinars are secure, accessible and cost effective. With each registration, multiple employees from a company may participate using a shared computer.

The program will be led by Kevin Dougherty, of Proof Management Consultants. Over the past ten years, Kevin has been speaking to SMACNA members on a variety of topics, such as Customer Service for Field Employees, Field Based Project Management and Front Line Project Profitability. Mr. Dougherty has presented at SMACNA's annual convention, Business Management University Program, Chapter Education Program, and Supervisor Training Programs.

Registration information will be available shortly. For more information, contact Bridgette Bienacker, director, business management and membership, at (703) 803-2987 or [bbienacker@smacna.org](mailto:bbienacker@smacna.org). ▼

---

## **Save The Date! For Mark Breslin At The 2008 Partners In Progress Conference**

*Continued from page 1*

“lead from where they are” to transform the union construction industry and restore its competitive position in the marketplace. His presentations emphasize what contractors need to do better as well as what the unions need to change now. He believes that leadership is everyone's responsibility and is not shy about telling what needs to be done. His eye-opening program is a must for anyone and everyone with any responsibility for the future of the union construction industry.

The partnership conference will have a more local application by featuring regional breakout sessions covering locally pertinent issues, problems and solutions. Mark Breslin will facilitate these breakouts and encourage one-on-one brainstorming and participation.

Sheet metal contractors, local union leadership, training coordinators and SMACNA chapter executives seeking to improve industry relations and create work opportunities that benefit both labor and management, will want to save the dates, April 3-5, 2008, and plan to attend.

For more information watch SMACNews, the Partners in Progress Web site [www.pinp.org](http://www.pinp.org), and the Partners in Progress magazine. ▼

---

## President's Column

### Reap Your SMACNA Benefits – It's Good For Business And Fun Too

It has been my experience that the most valuable things one gets from SMACNA are the involvement and interaction with people who are in the same business and have experienced the same "trials and tribulations." You, however, cannot reap this benefit without getting involved.

In reading through SMACNA's mid-year report, "Working For You," I noticed that many of the newly produced products and services provide opportunities to interact with our fellow contractors.

One great way to get involved would be to join your fellow contractors and attend the SMACNA-only legislative conference next year. You'll build valuable, lifetime relationships with your fellow contractors as well as members of Congress. I've noticed that quite a few SMACNA members have joined the Congressional Insiders Club or the Political Pacesetters. They enjoy their own special set of activities and briefings for even more peer to peer involvement.

Our firm has made extensive use of the Business Management University programs. If you want to get your people enthused about what they do, send them to the Business Management University or Business Management Graduate Programs. They're both great networking opportunities. This year, both programs were sold out, so sign up early for 2008.

Give your safety director the opportunity to get involved with his or her peers through SMACNA. Encourage them to sign up for SMACNA's Safety Listserv. Got a question or problem they need to solve? Post it on the listserv and wait for the suggestions and feedback to roll in. The guys and gals on this listserv are eager to help.

If you missed the two-day Better Bargaining Session that focused on interest-based bargaining methods of resolving conflicts, you missed a powerful program and yet another networking opportunity. For even broader and more comprehensive networking opportunities put the Partners in Progress Conference on your calendar. The dates are April 3-5, 2008 in Las Vegas. (See related article on page 1.)

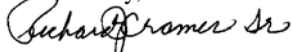
Granted, not every product and service SMACNA delivers provides opportunities to meet face-to-face with your fellow contractors, yet these products are equally important. Many of the new items on the "Working For You" list encourage us to become better businesspeople. Take the "HVAC Bid Specification Reference Manual" for example. Contractors intent on preparing accurate and competitive bids will find this free book a valued addition to their library. It's located in the Members Only section of [www.smacna.org](http://www.smacna.org) on the HVAC Council page.

Don't overlook the importance of our new "HVAC Systems—Duct Design" manual and the new "Sheet Metal Welding Guide." These books encourage us to fine-tune our technical expertise so we can stay ahead of our competition.

Earlier this year our Association was reaccredited by the American National Standards Institute (ANSI) reinforcing SMACNA's stature as an internationally recognized standards setting organization. In addition, SMACNA's technical staff continued to represent the organization on a host of industry technical committees from American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE) to the U.S. Green Building Council.

Please take a look at SMACNA's "Working For You" list in this issue of SMACNews and make certain you're taking full advantage of these many accomplishments. Not only is interacting with your fellow contractors good for business, it's fun too.

Sincerely,



Richard J. Cramer Sr.  
SMACNA President

## SMWIA Set To Merge With UTU

*Continued from page 1*

On June 13 the General Executive Council of the SMWIA approved the merger. Under the SMWIA constitution, SMWIA membership ratification was not required for this merger. The UTU board of directors voted unanimously June 11 to put the merger before the UTU membership for ratification. If ratified, the merger would become effective Jan. 1, 2008. Details of the membership ratification process have not been finalized.

Under the proposed merger agreement, no UTU general committee of adjustment, local or legislative board will be closed as a result of this merger, nor will any general committee or local lose its jurisdiction.

The proposed merger would create, within SMART, a Transportation Division, whose senior officers would be those elected at the UTU quadrennial convention in August in Hollywood, Fla. The officers would have the same duties of international president, assistant president, general secretary and treasurer, national legislative director, and international vice president as they do under the UTU constitution. ▼

## Contractors In The News

### California Contractors Receive Awards at CAL SMACNA's Annual Convention

Mike Tardif, president and CEO of Tardif Sheet Metal, Santa Ana, Calif., was awarded the 2007 Distinguished Legislative Services of the Year Award during CAL SMACNA's 41st annual convention.

Bob Tuck, owner of Atlas Heating & Air Conditioning, Oakland, Calif. recently received the Ed Banks Memorial Award for Contractor of the Year during CAL SMACNA's 41st annual convention. ▼

# SMACNA *WORKING FOR YOU*..... Mid-

## LEGISLATIVE

- Held a 2007 National Issues Conference with allied associations to improve prospects of legislative success and to raise the profile of union-signatory contractors on Capitol Hill. Focused on such issues as federal procurement reform, 3 percent withholding repeal and immigration reform.
- Supported H.R. 1241, the Cool and Efficient Buildings Act, to create a valuable incentive to upgrade commercial buildings with readily available high efficiency HVAC technology using 30 to 40 percent less energy.
- Endorsed the Buildings for the 21st Century Act of 2007, H.R. 539. Without the passage of this important extension, the energy efficient commercial buildings' tax deduction, will expire at the end of this term in Congress.
- Strongly supported the proposed revisions to the Federal Acquisition Regulations in FAR Case 2006-011. We believe these changes provide a targeted way to ensure that federal contracts are awarded only to companies that meet their legal obligations.
- Opposed comprehensive immigration reform without meaningful construction industry wages and benefit standards, fair, aggressive and consistent employer sanctions and substantive protection for construction employers from potential liability for the hiring practices of their subcontractors or materials suppliers.
- Supported an amendment which was accepted to include small business protections in H.R. 6, CLEAN Energy Act of 2007 (Creating Long-Term Energy Alternatives for the Nation Act of 2007), so that current law to safeguard small businesses from unfair competition by utilities was included under the section on Utility Energy Efficiency Programs.
- Supported development and introduction of federal procurement reform legislation to ensure the federal government is required and has the tools to make responsibility determinations before awarding government contracts in order to protect the federal government from doing business with unlawful employers which would enhance opportunities for SMACNA contractors who do comply with the law.

- SMAC PAC has begun making candidate contributions for the 2007-2008 election cycle. \$63,000 in candidate contributions have been made so far. SMAC PAC has raised approximately \$94,000 in 2007.

## EDUCATION

- Provided leadership training to industry professionals at the sold out annual Business Management University and Business Management Graduate programs.
- Offered 10 educational courses so chapters could provide their contractors national caliber programs at the local level. Courses included Achieving Greater Project Success and Profitability through Pre-Construction Planning; Advanced Sheet Metal Estimating; Basic Sheet Metal Estimating; Creating Impact: Effective Meetings and Presentations; Cumulative Impact of Change Orders; Gaining Customer Loyalty by Design; Leading Your Team: Effective Performance Management; Lean Works in Construction; Service Managers Training Program; the Effects of Schedule Compression on Labor Productivity. As of July 1, SMACNA funded 29 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 11 Supervisory Training Programs to SMACNA chapters for 633 participants funded through the International Training Institute (ITI).

## SAFETY AND HEALTH

- Published the Safety Focus newsletter addressing topics such as the Working in Hot Environments –Train Workers to Recognize the Hazards and Fall Protection Tip Sheets.
- Conducted SMACNA Safety Statistics Evaluation and Awards Program (SSEAP). Each year the SSEAP recognizes SMACNA contractors who show outstanding safety performance.
- Offered the SSEAP survey online so members could complete and submit it electronically. The number of electronic submittals increased from last year.
- Promoted the Construction Users Roundtable (CURT) Safety Awards Program.

- Published six Safety Bulletins alerting members to issues such as the Multiemployer Enforcement Policy Decision and the OSHA Regulatory Agenda for spring 2007.
- Advertised and distributed three new SMOHIT safety products.
- Maintained a Safety Listserv for members to network and communicate.
- Participated in the OSHA/SMACNA Alliance by providing input into the Fall Protection Safety Workgroup.
- Offered free safety heat stress cards to SMACNA members. The cards can be used to train to employees on the hazards of heat exposure.

## LABOR RELATIONS

- Offered a two-day Better Bargaining Session which focused on interest-based bargaining methods toward conflict resolution.
- Held a Collective Bargaining Orientation that provided bargainers with advice on preparing for bargaining and a comprehensive discussion on the legal framework for bargaining.
- Published three issues of the Labor Report newsletter. The Labor Report keeps chapters and contractors up-to-date on the latest labor happenings around the country.
- Assigned panelists to hear nine grievances compared to seven grievances midterm in the previous year. Issues grieved included travel pay and background checks.
- Teamed up with SMWIA and members of several other Labor Management Cooperative Committees to sponsor a Collectively Bargained Workers' Compensation Seminar. The program included comprehensive guidance on structuring a CBWC program, legal/regulatory considerations, information on operating a CBWC program and tips on how to set up a successful CBWC program.
- Planned a Joint Labor Management Partnership Conference for 2008 with the SMWIA.

## TECHNICAL SERVICES

- Collaborated with ASHRAE/BOMA/AIA/USGBC to develop a guideline document and a professional development course that will describe an integrated process for achieving improved IAQ in all elements of a building.

# -Year Report

- Made more than 700 drawings, charts and tables in their “native file” format available to SMACNA members on the Members Only section of the SMACNA Web site.
- Participated on the American National Standards Institute (ANSI) Homeland Security Standards Panel (HSSP).
- Presented \$10,000 to ASHRAE to support “ASHRAE 1299-TRP Energy Implications of In-Duct Filtration in Residential and Light Commercial Applications.”
- Continued SMACNA staff representation on various NFPA, AWS, ICC, ANSI-HSSP, GBI, USGBC and ASHRAE technical committees.
- Published the third edition of the “Sheet Metal Welding Guide.”
- Issued the newly revised fourth edition of the “HVAC Systems – Duct Design” manual which presents the basic methods and procedures required to design commercial HVAC air distribution standards.
- Participated as a voting member in the development of BSR/ASHRAE/USGBC/IESNA Standard 189P, Standard For The Design of High-Performance, Green Buildings Except Low-Rise Residential Buildings.
- Received reaccreditation by the American National Standards Institute (ANSI).
- Formed ANSI canvass group to review “IAQ Guidelines for Occupied Buildings Under Construction” – which is reference by LEED – with the goal of receiving ANSI listing for the publication.
- Participated in the National Institute of Building Sciences (NIBS)-led High Performance Building Standards Initiative
- Started working on the revisions for both the “Residential Comfort Installation Standards” and “HVAC Applications” manuals.
- Provided 10 SMACNA technical programs for chapters.
- Responded to more than 400 technical inquiries regarding SMACNA standards from SMACNA contractors, architects, engineers, etc.
- Continued development of the ANSI-Seismic Restraint Manual slated for publication in 2007.
- Continued development of revisions to the “Accepted Industry Practice for Industrial Duct

Construction” and “HVAC Air Duct Leakage Test Standard.”

- Worked on the metric (SI) version of the “Industrial Rectangular Duct Construction Standards,” second edition, to be published later this year.
- Started revision of the “Guide” for Steel Stack Construction,” third edition, to be published in the fall of 2008.
- Worked on a revised edition of “Accepted Industry Practice for Industrial Duct Construction,” to be published during the first quarter of 2008.

## MARKET SECTOR COUNCILS

- Published two issues of the quarterly Contracts Bulletin series. The bulletins examined Owner Controlled Insurance Programs (OCIPs) and the Personal Side of Personal Guaranties.
- Published a new electronic issue of the HVAC Systems Expertise newsletter featuring one of the first residential towers to pursue the Leadership in Energy and Environmental Design (LEED) certification.
- Completed work on “The HVAC Bid Specification Reference Manual” based on the MasterFormat Division 23 – HVAC for publication on SMACNA’s Web site.
- Continue work on a user’s comprehensive document “HVAC Systems – Understanding the Basics.”
- Published a new electronic issue of the Residential Report newsletter featuring new residential video training available for employees.
- Began updating and reformatting the “Blue Book of Sheet Metal and HVAC Equipment,” for publication in the fourth quarter.
- Continued work on the “HVAC Contractors’ Guide to Bidding Green Building Projects” for presentation at the HVAC Contractors Forum.
- Began development of model specifications referencing SMACNA’s technical publications on select sections of MasterFormat Division 23 – HVAC.

## PARTNERSHIP PROGRAMS AND SERVICES

- Published one issue of the Partners In Progress magazine. The magazine is published by the Sheet Metal Industry Joint Labor Management Cooperative Trust and is a joint publication of the SMWIA and SMACNA with a readership of 145,000 throughout the U.S. and Canada.
- SMACNA and SMWIA have sponsored two regional or local Partnership Programs designed to assist local parties in jointly identifying problems and creating solutions to better serve customers, gain market share and increase job security.
- Published one issue of the Partnership Communicator newsletter, which is located on the Partners in Progress Web site. This resource contains a broad range of public relations materials that can be modified to meet local needs. The newsletter is currently published on a quarterly basis.
- The LMCC has four Expertise Web sites: Partners In Progress, HVAC Expertise, Architectural Expertise and Industrial Expertise. These sites build on branding the concept of “expertise” as a way to differentiate the SMACNA/SMWIA partnership in the eyes of the customer.
- In 2007, the LMCC has placed advertisements in Building Operating Management, Architectural Record, BOMA, Constructor and SNIPS magazines. Also as part of the branding program an effort has been made to get locals, contractors, JATCs and chapters signed up to use the expertise logos. SMACNA contractors have used the expertise logos on proposals, estimates, invoices, business cards, truck side panels, advertisements and Web sites.
- Over 21,000 SMWIA/SMACNA “Live Up To The Promise” Sheet Metal Industry DVDs have been distributed to signatory contractors, SMACNA chapters, SMWIA business managers, agents, international representatives, organizers and local JATCs at no charge. To request additional copies visit the Partners in Progress Web site [www.pinp.org](http://www.pinp.org).
- Co-sponsored the International Training Institute Apprenticeship Contest.

## Convention Session

### Safety Training Does Not Have To Be A Sleeping Pill

Learn how to make safety training interesting, effective and memorable by attending "Effective Safety Training Techniques," session on Tuesday, Oct. 23 during SMACNA's annual convention, Oct. 21 to 25, in Las Vegas.

Safety training does not have to be a sleeping pill! There are quite a few techniques that make training interesting, effective and memorable such as role play exercises, hands-on practice, in-the-field hazard hunts, stories, games and quizzes. The session, led by David Coble, of Coble, Taylor and Jones Safety Associates, will allow you to practice these techniques through a variety of examples.

David F. Coble has 33 years of safety experience including 12 years with North Carolina OSHA and the past 21 years in consulting. He has been an instructor for the University of North Carolina at Chapel Hill, is a regular instructor for the UNC NIOSH Education and Research Center, has been an authorized OSHA outreach instructor since 1988 and teaches a variety of safety courses for clients, organizations and government agencies throughout North America.

For more information on the annual convention, Oct. 21 to 25, in Las Vegas, visit [www.smacna.org](http://www.smacna.org) or contact Mary Lou Taylor, director of meetings and convention at (703) 803-2998 or [mtaylor@smacna.org](mailto:mtaylor@smacna.org). ▼



David Coble

### Industrial Contractors Forum: Winning Time And Materials Strategies

Examine winning time and materials strategies at this year's Industrial Contractors forum held during SMACNA's annual convention, Oct. 21 to 25, in Las Vegas.

Mr. Wayne Bottlick, of Rubino & McGeehin Consulting Group, will present why labor productivity is a key component in determining profitability on time and material (T&M) projects. Mr. Bottlick provides litigation support and consulting services to private law firms, large corporations, construction contractors and government contractors. The forum will examine job cost accounting on T&M projects with a focus on labor productivity and the impact of change orders.

The forum will conclude with a roundtable discussion on industrial market issues.

For more information on the annual convention, Oct. 21 to 25, in Las Vegas, visit [www.smacna.org](http://www.smacna.org) or contact Mary Lou Taylor, director of meetings and convention at (703) 803-2998 or [mtaylor@smacna.org](mailto:mtaylor@smacna.org). ▼



Wayne Bottlick

### SMACNA Awards Four College Of Fellows Scholarships

The SMACNA College of Fellows took action during their April 28th meeting to increase the number of college scholarships offered each year from three to four and to increase the value of those scholarships from \$2,000 to \$3,000 per year. This was made possible through your support of the annual College of Fellows golf outing and raffle.

Receiving the 2007 College of Fellows Scholarships are Denise Pucilowski, of Whippany, N.J.; Julia Menold, of Media, Pa.; Janelle Mudder, of Springfield, Ore. and Daniel Kramer, of Cleves, Ohio.

Ms. Pucilowski will attend Northeastern University and major in finance and marketing. Her father, Stephen Pucilowski owns Independent Sheet Metal Co., Hawthorne, N.J. The company is a member of the Sheet Metal Contractors of Northern New Jersey.



Denise Pucilowski



Julia Menold



Janelle Mudder



Daniel Kramer

Ms. Menold currently attends Saint Mary's College and is studying biology. Her father, Ernest J. Menold is employed by Ernest D. Menold Inc., of Lester, Pa. and is also the chapter president of the Sheet Metal Contractors Association of Philadelphia and Vicinity.

Ms. Mudder will attend Eastern Oregon University and study business administration and marketing. Her father, Mark Alan Mudder, is employed by Harvey Price Company, of Eugene, Ore.

The company is a member of the Columbia Chapter of SMACNA.

Mr. Kramer will attend Miami University and major in finance. His father, Bruce Lane Kramer is owner of Wm. Kramer and Son Inc. The company is a member of the Sheet Metal Contractors Assn. of Greater Cincinnati.

For more information on SMACNA scholarship programs, contact J. Robert Roach, executive director of operations, at [broach@smacna.org](mailto:broach@smacna.org) or (703) 803-2980. ▼

## SMACNA Welcomes Three New Associate Members

SMACNA is proud to welcome Commercial Products Group, Gripnail Corporation and Shop Data Systems as new Contributing Associate Members.

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 SMACNA profile and increased visibility of industry suppliers and liaisons, who participate in the program.

There are three levels of membership with corresponding benefits – Affiliate Associate Member-\$25,000; Sustaining Associate Member-\$15,000; Contributing Associate Member-\$7,500. Each classification has its own membership fee and benefits 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](mailto:broach@smacna.org). ▼

## Three Percent Withholding Repeal Heating Up

*Continued from page 1*

al income tax purposes. The goal of the provision is to reduce the amount of underpayment of federal taxes. There was an attempt to accelerate this provision in the 109th Congress. It is estimated that the federal government has an annual tax "gap" of approximately \$345 billion.

SMACNA has supported repeal because the three percent withholding provision unfairly penalizes law-abiding businesses instead of targeting non-compliant businesses. SMACNA does support efforts to enhance tax compliance with the adoption of more stringent contractor responsibility determinations and certification of tax compliance as a condition of public contract eligibility. For greater industry tax compliance, overall, SMACNA has urged the adoption of substantial reform of independent contractor classification criteria to shut down the high incidence of tax avoidance by firms that misclassify employees as independent contractors.

The Campaign for Quality Construction testified before the House Small Business Committee in March and sent a letter to the General Services Administration (GSA) in support of revisions to the Federal Acquisition Regulations to ensure that federal contracts are awarded only to companies that meet their legal obligations. For a link to these two documents go to [www.smacna.org/legislative/](http://www.smacna.org/legislative/) and select "110th Congress Letters & Testimony." ▼

## Pledge Your Support As A 2007 Breakfast Sponsor

SMACNA welcomes the Houston Sheet Metal Contractors Association and SMACNA St. Louis as new breakfast sponsors. Additional sponsors are still needed for the breakfast on Tuesday, Oct. 22 during SMACNA's annual convention in Las Vegas.

Sponsorship amounts for the Product Show breakfast range from \$500 to \$2,000. For your sponsorship, you will receive our thanks and gratitude, plus public recognition of your sponsorship throughout the convention in SMACNews and on our Web site.

To pledge your support, please contact Bob Roach, executive director of operations, at [broach@smacna.org](mailto:broach@smacna.org) or (703) 803-2983. ▼

**Sustaining Associate Members**

**Sustaining Patron Member**

**Contributing Associate Members**

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

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

PRESORTED  
FIRST CLASS  
U.S. POSTAGE  
**PAID**  
PERMIT #1112  
MERRIFIELD, VA

FIND *SMACNEWS* ON THE WEB BY  
SELECTING "NEWSLETTERS" AT  
[www.smacna.org](http://www.smacna.org)

July 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

- June 22 (Issue 19) – Council of Chapter Representatives Meeting Report – June 2007; SMWIA Set to Merge with UTU.
- June 6 (Issue 18) – Second Call for IFUS Candidates
- June 1 (Issue 17) – Auction Item/Administrative Fund Contribution Request Form

### Membership Update

- June 29 (Issue 14) – Labor Report – June 2007
- June 21 (Issue 13) – Notice of Annual Business Meeting; SMWIA Set to Merge with UTU
- May 30 (Issue 12) – Safety Survey Deadline Tomorrow; Review Commission Court Decision Affects OSHA's Multiemployer Enforcement Policy

To receive SMACNA electronic bulletins via e-mail contact Jose Arias at [jarias@smacna.org](mailto:jarias@smacna.org).

## Organizations Collaborate To Provide IAQ Guidance

*Continued from page 1*

improved indoor air quality in their facilities," SMACNA President Richard J. Cramer Sr. said.

The book and course will give guidance to designers and builders so that buildings may be constructed, operated and maintained to improve IAQ without constraining the building function or the comfort and productivity of the occupants.

The book is expected to be published in April 2009 and followed later in the year by the course. ▼

## Reminders

### September 2007

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

### December 2007

- Council Meeting – Dec. 2-4, Key West, Fla.

### January 2008

- Business Management Graduate II Program – Financial Boot Camp – Jan. 28-30, Tempe, Ariz.

### February 2008

- Collective Bargaining Orientation – Feb. 12, Dallas, Texas
- Business Management University Program – Feb. 25-28, Tempe, Ariz.

### April 2008

- Partners in Progress Conference – April 3-5, Las Vegas
- College of Fellows Meeting – April 25-26, Phoenix, Ariz.

### May 2008

- Legislative Conference – May 12-14, Renaissance Hotel, Washington, D.C.

### Future Conventions

- Oct. 21-25, 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