

SMACNA News

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SMACNA 1943-2008

Dynamic Speaker Lineup Set For Legislative Conference

Last-minute registrations are still available for SMACNA's Legislative Leadership Conference in Washington, D.C.

Two members of Congress have joined the full slate of speakers for the conference on May 12-14. Rep. Earl Pomeroy (D-At Large-N.D.) will discuss misclassification of employees as independent contractors, and Sen. Benjamin Cardin (D-Md.) will focus on current Senate issues.

In addition, speaking at the SMACNA dinner on Monday night, Bill Carr, president of U.S. Test and Balance Corp., Hopewell Junction, N.Y., will talk about his experiences working as a contractor on the U.S. Embassy in Iraq.

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2008 Partners In Progress Conference Coverage Inside



SMACNA President Ron Palmerick and SMWIA General President Michael Sullivan discuss partnership strategies during last month's Partners In Progress Conference in Las Vegas.

Special Summit – New Opportunities Heating Up In Power Markets

A special summit meeting will provide SMACNA contractors with an insider's look at the future growth of the nuclear, coal and renewable fuel power markets. The SMWIA, in partnership with SMACNA, is sponsoring this free Power Generation Summit meeting June 18-19 at the Capital Hilton in Washington, D.C.

A marked increase in new and retrofit work is forecast for the coal-fired power and nuclear power industries. In addition, the renewable fuel market is expanding. The summit program will show contractors how to succeed in this expanding market. The event will provide not only the latest information on the power industry but also networking opportunities. In addition to SMACNA contractors, attendees will

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Presidential Candidates Court SMACNA Members

Presidential candidate Sen. Hillary Clinton spoke about rebuilding and modernizing the American infrastructure with former SMACNA board member Ed Bransfield of Wm J. Donovan Co. in Philadelphia and met company employees. The tour of the facility was featured on CNN and on local news media.



Sen. Barack Obama brought his presidential campaign and green energy message to SMACNA member firm McKinstry Co. in Seattle, Wash. Pictured with Doug Moore (left) McKinstry president. During his tour and remarks Sen. Obama emphasized the need for more good quality jobs like those provided by McKinstry.



Photo credit Ed Keeley

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

Manual Offers New Information On Indoor Air Quality For Occupied Buildings

The new edition of SMACNA's "IAQ Guidelines for Occupied Buildings Under Construction, ANSI/SMACNA 008-2008" is now available. Published in 2007, the second edition is an authoritative source for providing project management guidance in maintaining satisfactory indoor air quality (IAQ) of occupied buildings undergoing renovation or construction.

Compared to the previous edition, this one has a more extensive set of informative appendixes; more references, resources, planning and inspection checklists, model specifications, HVAC equipment early-start up guidance; and includes the "Duct Cleanliness for New Construction Guidelines."

The publication covers how to manage the source of air pollutants, control measures, quality control and documentation, and communication with occu-

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Be A Safety Winner: Completed Surveys Due May 16

Tracking and applauding safe work in the sheet metal industry creates winners of employers, employees and customers. One way to be a "safety winner" is to complete the **2008 SMACNA Safety Excellence Awards Program (SSEAP)** surveys by May 16.

The safety awards program is necessary for compiling safety statistics in the industry and recognizing successful safety programs. Member participation in the survey is vital to providing the most accurate statistics possible for feedback to members.

SMACNA members can complete and submit their forms online by going to the SMACNA Web site — it's easy! Entries can also be submitted by fax or regular mail by clicking on the survey link on the SMACNA homepage at www.smacna.org.

Past winners have found that the recognition is valuable as a key marketing tool. First place winners in each man-hour category will be presented with their awards at the SMACNA annual convention in Maui, Hawaii. Awards will be shipped to second place winners, third place winners, and all participants who report a "zero" injury and illness rate.

Direct questions about the SSEAP to Mike McCullion, SMACNA's director of safety and health at (703) 995-4027 or by e-mail at mmccullion@smacna.org. ▼

2008 Partners In Progress Conference Rocks – Web Site Tells The Story

Record-breaking attendance got the fifth biannual Partners in Progress Conference off to a strong start April 3-5 at Caesars Palace in Las Vegas. Attendance topped 609 with labor and management almost evenly represented.

In his opening remarks, SMACNA President Ron Palmerick stressed that our association and our union can reach greater heights. "With all of the brainpower and talent in this room, together we hold unachieved promise," he said. "It is up to us as partners to harness it for our greater good."

Sheet Metal Workers' International Association General President Michael Sullivan reinforced the SMWIA's commitment to the contractors when he said, "As a union employer, you are never alone. You have a union partner that takes as seriously as you do the welfare of your company and its employees who are also union members."

Market strategist Mark Breslin's Alpha Dog message was a real wake-up call as he encouraged both labor and management to step up leadership development as one of the most powerful ways of controlling market share. He summarized the market solutions that were brainstormed in the regional breakout sessions. In addition, he presented labor/management solutions to recruiting, and key challenges regarding manpower usage, portability, labor shortages, accountability and much more. Visit the Partners Web site, www.pinp.org, for the PowerPoint presentation and some great innovative thinking.

At the New Leaders session, generational expert Robert Wendover and SMACNA contractors Nathan Dills and Paul Le Bel explained the communication preferences and differences between the baby boomers who talk face-to-face and millennials who text and surf the Web. This presentation is also available on the Partners Web site.

Additionally, more than 50 contractors, chapter executives and labor representatives led partnership sessions on bidding green, partnering to improve workers' compensation practices, sheet metal safety, using skill certifications to gain a competitive edge, using the new model specs format to your advantage, best practices to expand markets and more. ▼

Six New Breakfast Sponsors Help Launch Product Show

SMACNA would like to thank the latest sponsors for their generous support of the Product Show Breakfast on Tuesday, Oct. 21 at the Wailea Beach Marriott Resort and Spa during SMACNA's annual convention Oct. 19-23, in Maui, Hawaii.

The new sponsors are the SMACNA St. Louis Chapter, the SMACNA Metropolitan Detroit Chapter, SMACNA Arizona, SMACNA Alaska, Orange Empire SMACNA and Greenheck Fan Corp. These sponsors are helping to create a great morning for the Product Show. Additional sponsors are still needed.

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 the [SMACNA Web site](http://www.smacna.org).

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

President's Column

Union Construction Doesn't Need Scaredy-Cat Leaders

We got a real wake-up call at last month's Partners in Progress Conference in Las Vegas. Even though it was the best attendance to date, 609 participants to be exact, the majority of SMACNA members weren't there, and that's a shame.

In my opinion, this conference bridged a communication gap between labor and management like never before seen in this industry.

"This industry doesn't need meek scaredy-cat leaders," said Mark Breslin, keynote speaker. Leadership and success is about helping others. He challenged the contractors to do a better job at professionally managing their human resources. "Put your money into foremen and leadership training," he advised.

Every great leader must decide what measure of success he's going to use, Breslin explained. Currently, union construction's success measures are short-sighted. Union leaders just want to get re-elected; contractors are focusing on fighting fires and making money; while foremen concentrate on bringing the job in on budget. It's time to change your success measures.

Also, Mark wanted to know what we were doing about the 10 percent of the guys who are not putting their shoulders to the wheels and not delivering on the promise of outstanding union construction. "Eighty percent of your time is spent baby-sitting these guys," he admonished. "There is no correlation between their wages and performance; marginal performance is expected of these people and failure is acceptable." Historically this problem has not belonged solely to labor or management. However, Breslin challenged us to work together and fix this longstanding issue that can tarnish our image and demoralize our workplaces.

Mark did a phenomenal job summarizing the market solutions and programs reached during the regional breakout sessions. You can see the innovative ideas that came from those brainstorming sessions at www.pinp.org.

In closing, he challenged the industry to finalize and implement a code of conduct for sheet metal workers and a code of excellence policy to give the owners who hire us.

I have long said that the real labor-management work takes place on the home front. I strongly encourage you to follow the advice of Mark Breslin: Select just one innovative idea from this conference and then make it happen. Partnerships are built at home.

Sincerely,



Ron Palmerick
SMACNA President

Special Summit – New Opportunities Heating Up In Power Markets

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include general contractors, coal and nuclear power experts and plant owners.

Charles Rivers Associates will present an overview of the power generation industry and a projection and analysis of the U.S. energy supply and demand through 2030. The Nuclear Energy Institute will give a presentation on the future of nuclear plant construction and site locations. A representative from the coal industry will speak on the future of coal production, including new plant and retrofit construction.

Attendees will also have the opportunity to meet with six to eight general contractors from such companies as Bechtel; Shaw, Stone and Webster; Parsons; Fluor; and Kiewit – all specializing in power generation work. General contractors will give a presentation on what general contractors will need from subcontractors to complete nuclear and coal construction.

For more information and to register, contact Rebel Gilliom, rgilliom@smwia.org, phone (202) 662-0822. The summit registration cutoff date is June 5; the hotel cutoff date is June 1. The room rate at the Capital Hilton is \$239 plus taxes and fees. Request the discounted rate for the SMWIA power generation meeting. The hotel phone is (202) 393-1000. ▼

Best Convention Hotel Rooms And Booth Space Are Going Fast

Get ready to say "aloha" to Maui by reserving your hotel room(s) for the SMACNA Annual Convention, Oct. 19-23 in Hawaii. Register now at www.smacna.org to get the best hotel room selection and rates at the Grand Wailea Resort & Spa where the room block is selling out fast. Also take advantage of early-bird discounted conference registration rate before Aug. 31.

A limited number of rooms are also available at the newly renovated Wailea Beach Marriott Resort, the site of the Product Show and some of the convention sessions. Reservations for booth space are currently being accepted for the Product Show on Tuesday, Oct. 21.

The 65th annual convention offers opportunities to build solid business relationships, attend educational sessions and mix business with pleasure.

Sign up early because space is limited. Links to the Product Show brochure and exhibit application are conveniently located on the homepage of the SMACNA Web site.

The Product Show offers contractors a chance to meet industry suppliers and see their products. For Product Show information, contact Melinda Yium, Dobson & Associates, at (202) 463-7905. For convention information, contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org.

Watch your mailbox for the 2008 annual convention brochure and registration form. ▼

Dynamic Speaker Lineup Set For Legislative Leadership Conference

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Sen. Benjamin Cardin



Rep. Earl Pomeroy



Rep. John Linder



Gloria Borger

This rounds out a full program that already includes Rep. John Linder (R-Ga.) of the Ways and Means Committee, who will discuss his FairTax proposal and other issues facing the committee. CNN analyst Gloria Borger will deliver an update on today's ever-evolving political environment. Randy DeFrehn, executive director of the National Coordinating Committee on Multiemployer Plans (NCCMP), will address health care proposals expected in 2009 and regulatory and legislative developments on the Pension Protection Act (PPA).

Although the deadline has passed for hotel reservations under the SMACNA room block at the Renaissance Washington, D.C. Hotel, you may contact SMACNA's Meetings Department at (703) 803-2980 for help with hotel reservations. Link to the conference registration form from SMACNA's homepage www.smacna.org. ▼

For An Inside Look At Industry Financials – Complete Financial Survey By May 16

Who wouldn't want an insider's look at the profit margins of industry contractors? Fill out the SMACNA financial survey by May 16 and receive a free copy of "SMACNA's Financial Survey Report." The survey takes 10 minutes to fill out and is completely confidential.

The Survey Report, which is only available to members, is one of the association's most valuable resources. It gives an inside look at the industry and shows comparisons of contractors' profit margins and other key financial ratios. The more survey answers that SMACNA receives, the more valuable the data becomes to the membership.

SMACNA members may use the report to see how their companies stack up to other companies. Many contractors count on the report's invaluable data to help them to prepare bids, budgets, financial statements and strategic plans; to set benchmarks; and to justify financial figures.

Company accountants or other financial officers should find the survey form easy to fill out. It may be completed electronically through SMACNA's Web site at www.smacna.org. The confidential information of the survey is sent directly to Moss-Adams LLP.

All members who complete a survey will receive a complimentary copy of the Financial Survey Report and the Company Performance Report (CPR). The CPR presents a 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 may purchase a copy of the results for \$165.

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

SMACNA Board Of Directors – Application Deadline June 2

SMACNA is now accepting nominations to fill four regular four-year positions on its Board of Directors. Terms begin on Oct. 23, 2008. The slate of candidates will be presented Oct. 22 at the Annual Business Meeting during the annual convention in Maui, Hawaii.

Candidate nominations can be made by filling out nomination forms before June 2. The forms may be obtained from chapters or directly from the national association by contacting Deborah Forde at dforde@smacna.org.

Direct questions about the nomination process to Bob Roach, executive director of operations, at (703) 803-2980 or broach@smacna.org. ▼

Manual Offers New Information On Indoor Air Quality For Occupied Buildings

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pants. It includes example projects, tables, references, resources, and checklists. Please note that methods to identify and remediate lead, asbestos, or other materials that are classified as hazardous are not intended to be within the scope of this standard.

Members may purchase the publication at the special member price of \$21 for the hard copy, \$24 for the CD-ROM, \$32 for the CD-ROM/book combo and \$21 for the PDF download.

Nonmember list prices are \$130 for the hard copy, \$156 for the CD-ROM, \$208 for the CD-ROM/book combo and \$130 for the PDF download. The discount price is \$90 for the hard copy, \$108 for the CD-ROM, \$144 for the CD-ROM/book combo and \$90 for the PDF download.

This is another in a series of SMACNA technical manuals to receive accreditation by the American National Standard Institute (ANSI). SMACNA is an ANSI-accredited Standards Developing Organization. ▼

Winners Named In Apprentices Contest

The top-level apprentices in the unionized sheet metal industry received honors at the 2008 International Apprenticeship Contest. The 60 contest finalists represented the International Training Institute's (ITI) 12 regions in the United States and Western Canada.

The four-day competition was held March 31 to April 3 in Las Vegas, Nev., and winners were later honored at an awards dinner. Contestants competed in five industry work areas – Architectural; HVAC; Industrial/Welding; Service; and Testing, Adjusting and Balancing. Before arriving in Las Vegas, apprentices participated in local contests to earn their bid to this national competition.

Top winners and the contractor employers are:

HVAC Competition

- First Place Thomas Fuller II, Evansville, Ind., Triangle Enterprises Inc.
- Second Place Micah Seaburg, Great Falls, Mont., Tri-County Mechanical
- Third Place Daniel Flynn, Whitman, Mass., Harrington Brothers

Industrial Competition

- First Place Nathan Stamper, Platte City, Mo., Cox Air Systems Inc.
- Second Place Kirk Heilner, Churchville, Pa., Sheet Metal Fabricators Inc.
- Third Place Kenneth Ecker, Princeton, Wis., Kilgust Mechanical Inc.

TAB Competition

- First Place Jeremy Zeedyk, Cromwell, Conn., James E. Brennan
- Second Place Andrew Callaway, Alpine, Calif., A. O. Reed & Company
- Third Place Jason Balcom, Flushing, Mich., National Roofing & Sheet Metal

Architectural

- First Place David R. Wille, Harvard, Ill., Metalmaster Roofmaster
- Second Place John Cooper, Lockport, N.Y., Postler & Jaeckle
- Third Place Jacob Townsend, Miamisburg, Ohio, Enterprise Roofing & Sheet Metal

Service

- First Place Jason Ottney, Eaton Rapids, Mich., Dee Cramer Inc.
- Second Place Kurt Magnusson, New Castle, Del., E. J. DeSeta
- Third Place Trevor Kinley, Montgomery, Ill., Mendel



Meet The Board: Robert Tuck

Robert Tuck, of Atlas Heating and Air Conditioning Co., Oakland, Calif., was elected to a two-year term on the SMACNA Board of Directors. His term began Oct. 24, 2007 at the close of SMACNA's 64th annual convention.



Robert Tuck

"My previous experience on the board showed me how proactive and forward thinking this organization can be," said Mr. Tuck. "In the next four years I will use my experience to handle the many challenges that face our members across the country."

Mr. Tuck currently serves as member of the HVAC Air Duct Leakage Task Force, the ITI Residential Curriculum Task Force and the NEMI/NEMIC Duct Leakage Evaluators Task Force. In addition, he is a member of the College of Fellows, a SMACN-IFUS Trustee and a member of the SMACNA/SMWIA Residential Service/Add-on Subcommittee. Previously, he served on SMACNA's Board of Directors from 2000 to 2004.

Mr. Tuck is a member the Executive Committee of the board of directors of the Bay Area SMACNA chapter and is an industry fund trustee for the chapter. He has also served as president and member of the board of directors of the former Greater Oakland Chapter. In addition, Mr. Tuck is a board member and former president of the West Oakland Commerce Association.

A man of many talents, Mr. Tuck composed and sang a humorous farewell tribute to retiring SMACNA Executive Vice President John Sroka at the CAL-SMACNA convention. ▼

Holiday Observed

The SMACNA National offices will be closed on Monday, May 26 in observance of Memorial Day. ▼

HVAC Convention Forum: How To Ride The Wave Of Green Construction To The Bank

Green opportunities in construction are the wave of today and the future. Leading expert on green buildings and its marketing, Jerry Yudelson, will explain how to “ride” this wave when he gives a presentation at SMACNA’s 65th annual convention, Oct. 19-23 in Maui, Hawaii. The HVAC Contractors Council Forum presentation is called “Catching the Green Wave: New Business Opportunities in Sustainable Design and Development.”

In a fast-paced, fact-filled session, Mr. Yudelson will show how to take advantage of this once-in-a-lifetime business opportunity by positioning a company as the “go-to” contractor for green buildings and construction.

Mr. Yudelson will present the current state of green buildings in the U.S. and detail some of the technology developments. The forum will conclude with a roundtable discussion on topics relevant to HVAC contractors.

One of the world’s leading speakers on green buildings and green building marketing, Mr. Yudelson is the author of several books on green buildings and a frequent speaker at national and international conferences. He holds an MBA and engineering degrees from Caltech and Harvard.

Mr. Yudelson has served on the national board of the U.S. Green Building Council (USGBC) and is an expert in the LEED® green building rating system. He serves as a national LEED trainer for the USGBC and has trained more than 3,000 people in the LEED green building rating system.

For more information on the [annual convention](#), visit [SMACNA’s Web site](#), www.smacna.org or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼



Jerry Yudelson

Two Companies Named Bronze Members

Two manufacturers recently received bronze associate memberships in SMACNA’s associate membership program. Engel Industries of Bridgeton, Mo., has renewed its bronze associate membership this year. SMACNA also welcomes Maxwell Systems Inc. of King of Prussia, Pa. as a new bronze associate member.

The SMACNA Associate Member and Patron Program offers industry suppliers an opportunity to support SMACNA and showcase their firms and products before the SMACNA membership. Not only does the program offer the prestige of being a SMACNA member and use of its logo, but it also provides increased marketing, promotional and networking opportunities within SMACNA.

There are six levels of associate membership: Platinum - \$20,000; Gold - \$15,000; Silver - \$7,500; Bronze - \$3,000; Interim (one-year only) - \$2,000; and Special (Canadian suppliers doing only Canadian business) - \$1,500.

The Patron Program is an alternate marketing initiative to the Associate Member Program designed for firms that do not qualify for associate membership. Typically, SMACNA Patrons are regular SMACNA contractor members that provide a product and/or service to the industry. There are four levels of patron membership: For non-SMACNA firms: Platinum - \$20,000; Gold - \$15,000; Silver - \$7,500; and Bronze - \$3,000. For SMACNA members: Platinum - \$15,000; Gold - \$10,000; Silver - \$4,000; and Bronze - \$1,500.

For more information, visit the [Associate Members and Patrons](#) section of the SMACNA Web site www.smacna.org or contact Bob Roach, executive director of operations, at (703) 803-2980 or broach@smacna.org. ▼



Tom Grandy

Ready To Save Thousand Of Dollars? Learn New Ways To Collect Your Money

Get ready to learn effective ways to save time and money by attending the “How to Collect Your Money” presentation at the SMACNA annual convention, Oct.19-23 in Maui, Hawaii.

Tom Grandy, president of Grandy & Associates, will show how to create an internal corporate collections policy, how to properly use a line of credit and the proper use of credit cards with customers.

Other topics he will cover are how proper attitudes affect collections; nine powerful tips to help collect money on time; a review of the Federal Fair Debt Collection Practices; how to increase deductions to reduce taxes; proper and improper ways to ask for money on the telephone; debtor myths; and debtor stalls and proper responses.

An industrial engineer by training, Mr. Grandy founded Grandy & Associates in 1987 to teach contractors how to run profitable businesses. He developed a software program on customized labor pricing and cash flow budgeting and has written numerous articles on running profitable businesses.

SMACNA’s 65th Annual Convention and Product Show are scheduled for Oct. 19 - 23, 2008 in Maui, Hawaii at the Grand Wailea Resort Hotel and Spa and the newly renovated Wailea Marriott. For more information on the [annual convention](#), visit www.smacna.org or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼

2008 ASSOCIATE MEMBERS AND PATRONS

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SHEET METAL CONNECTORS, INC.

GOLD



SILVER



RUSKIN®



K-FLEX USA



LOCKFORMER



Johns Manville

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INTERIM



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*Other applicants are pending Board approval

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May 2008

Electronic Mailings

Chaptergram

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- April 9 (Issue 15) – Register Now For The SMACNA-Only Legislative Conference; 2008 SMACNA Financial Survey
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- April 23 (Issue 17) – 2008 SMACNA Financial Survey; Failure To Appoint Proper Number of Trustees Results In Lawsuit and Fines

Membership Update

- April 4 (Issue 16) – You Asked For It...SMACNA-Only Legislative Conference
- April 11 (Issue 17) – Initiation Of Canvass For Proposed ANSI Standard - Seismic Restraint Manual; 2008 SMACNA Financial Survey; Candidates For SMACNA's Board Of Directors
- April 15 (Issue 18) – Final Reminder: Notify NPF Of Schedule Selection Before April 20, 2008 To Avoid Employer Surcharge
- April 18 (Issue 19) – SMACNA Legislative Leadership Conference; Speaker Presentations Now Available On PinP Web Site; April 16 NPF Presentation To SMWIA Business Managers; Don't Delay: The Best Convention Hotel Rooms Are Going Fast
- April 25 (Issue 20) – You Can Help Grow SMACNA's Associate Membership; 2008 SMACNA Financial Survey; Congressional Speakers Added To SMACNA Washington Leadership Conference; Power Generation Summit On June 18-19, 2008

Products and Services

- April 17 (Issue 4) – U.S. EPA Approves Registration Of Antimicrobial Copper Alloys; Newly Released Studies Confirm Energy Savings Significant In LEED, ENERGY STAR Buildings

SMACNA Reminders

May 2008

- Legislative Conference – May 12-14, Renaissance Hotel, Washington, D.C.
- Safety Excellence Award Program Survey, Due – May 16

June 2008

- Council of Chapter Representatives – June 1-3, Denver, Colo.
- NJAB – June 9-11, Indianapolis, Ind.

July 2008

- Board of Directors – July 13-15, Jackson, Wyo.

Sept. 2008

- NJAB – Sept. 14-17, San Francisco, Calif.

Oct. 2008

- Annual Convention – Oct. 19-23, Maui, Hawaii

Future Conventions

- Oct. 11-15, 2009 – Palm Desert, Calif.
- Oct. 10-13, 2010 – Phoenix, Ariz.
- Oct. 3-6, 2011 – Colorado Springs, Colo.