

# SMACNA

## News

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SMACNA 1943-2008

## Saluting The Helmets To Hardhats Program For Linking Vets To Construction Jobs

The Helmets to Hardhats program deserves to be saluted for connecting veterans to construction jobs including sheet metal work. The national nonprofit program not only helps veterans in their return to civilian life but also builds up the construction industry.

Launched in January 2003 with funding from the Defense Department, the program is dedicated to helping facilitate the transition of active duty military, Reservists, and National Guardsmen to quality careers in construction. Unions from the building and construction trades and their signatory construction industry employer associations sponsor Helmets to Hardhats.

“Through Helmets to Hardhats, a significant number of veterans have started meaningful careers in the building trades and many employers have found great workers. This truly is a situation where everyone wins: the veterans, the employers and the unions,” said Darrell Roberts, executive director of the Helmets to Hardhats program.

The Helmets to Hardhats Web site, [www.helmetstohardhats.org](http://www.helmetstohardhats.org), allows employers to post job openings and search for qualified candidates quickly and easily. It also enables job seekers to browse hundreds of postings and to apply for these career opportunities electronically. To help injured vets, the program includes a “Wounded Warrior” program, added in 2007.

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## SMACNA Supports House Congressional Caucus On Promoting Sustainable Building Initiatives And Technology

As part of SMACNA’s commitment to supporting energy-efficient and sustainable buildings, SMACNA recently joined the High Performance Building Congressional Caucus Coalition (HPBCCC). Active involvement in the Coalition is part of SMACNA’s ongoing effort to help shape the legislative agenda with respect to sustainability, including a major emphasis on high-performance, energy-efficient green buildings.

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President Ron Palmerick greets Sen. Hillary Clinton, who also spoke at the SMWIA Business Agents’ Meeting on Aug. 21, 2008. (See page 3.)



### Contractor In The News

## A. Zahner Co. Honored For Successful Union Partnerships

The A. Zahner Company of Kansas City, Mo., a leader in architectural metal innovation and a pioneer in building strong relationships with its union sheet metal workers, was recently named to the American Rights at Work Education Fund’s fourth annual Labor Day List: Partnerships that Work.

Proud of the work of its more than 200 highly skilled union employees, the A. Zahner Company’s union employees have been represented through the Sheet Metal Workers’ International Association (SMWIA) for 87 years. The A. Zahner Company has been a member of SMACNA since the 1940s.

“In America, you can be successful by

*Continued on page 2*

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

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## 2008 Financial Survey Report: Free To A Select Group

Free copies of SMACNA's "2008 Financial Survey Report" are in the mail to those contractor firms that participated in the survey.

This important business resource is the only financial data available for SMACNA contractors to compare their performance with other SMACNA firms.

More than 154 contractor firms took part in this valuable member benefit. Again in 2008, customized benchmark data reports comparing a firm's data with industry averages were available to those firms responding to the survey. The survey report provides operational information on SMACNA firms in the areas of compensation, insurance, and benefit plans.

SMACNA members who did not participate in the survey may purchase the report for \$165 from the SMACNA publications department at (703) 803-2989 or by visiting the Web site at [www.smacna.org/bookstore](http://www.smacna.org/bookstore).

For questions about the Financial Survey Report, contact Bridgette Bienacker, SMACNA's director of business management and membership, at (703) 803-2987 or by e-mail at [bbienacker@smacna.org](mailto:bbienacker@smacna.org). ▼

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## Newest Issue Of Architectural Metal Newsletter Available

The latest issue of Architectural Metal features a number of innovative architectural projects including a castle-shaped roof at a water park in the Bahamas, a restored façade at the historic Hoboken Ferry Terminal, a curvy, wing-like roof for the St. Paul of Tarsus Church in Michigan, a stunning new roof for the Santa Clara University Library in California, and a rocket that seems to blast off a historic rooftop in Kansas City, Mo. Also, find out how custom sheet metal holds up under wind testing, how copper alloys can kill deadly germs, and about a new OSHA rule on providing personal protective equipment.

You can view the latest issue of Architectural Metal online at [www.smacna.org/councils/asm](http://www.smacna.org/councils/asm). ▼

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## SMACNA Supports House Congressional Caucus On Promoting Sustainable Building Initiatives And Technology

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The HPBCCC is a private sector coalition of approximately 40 members that provides support and guidance to the High Performance Building Congressional Caucus. SMACNA will be one of several co-sponsors of a High Performance Building briefing on Sept. 10, 2008 at the Rayburn House Office Building.

SMACNA supports Congressional efforts to ensure that the objectives set for federal buildings are met, and wants to help Congress pursue policies that encourage private sector buildings to save energy and meet environmentally responsible standards. SMACNA and HPBCCC will work with the Congressional Caucus to promote and showcase best practices in building design and to focus on high-performance building issues. Currently there are 11 members of the U.S. House of Representatives in the High Performance Building Congressional Caucus. SMACNA will be working to expand that number. U.S. Reps. Russ Carnahan (D-Mo.) and Judy Biggert (R-Ill.) co-chair the Caucus.

Rising energy costs and increasing awareness of the impact of climate change are focusing Congressional attention on the need for sustainable buildings. Signed into law Aug. 8, 2005, the Energy Policy Act of 2005 (P.L. 109-58) sets updated federal agency goals. In 2007, Congress also passed the Energy Independence and Security Act of 2007 (P.L. 110-140). In January 2007, President Bush issued Executive Order 13423 ([www.ofee.gov/eo/EO\\_13423.pdf](http://www.ofee.gov/eo/EO_13423.pdf)) strengthening key goals for federal government buildings in the areas of energy efficiency, renewable energy, toxic reductions, recycling, sustainable buildings, water conservation, and more.

The HPBCCC was formed to heighten awareness and inform policymakers about the major impact that buildings have on our health, safety, and welfare, and to support opportunities to design, construct, and operate high-performance buildings that reflect concern for these environmental impacts. Fundamental to these concerns include protecting life and property, developing innovative building technologies, facilitating America's economic competitiveness, increasing energy efficiency in the built environment, assuring buildings impact minimal climate change and respond to changes in the environment, and supporting the development of private sector standards, codes, and guidelines that address these concerns. ▼

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## Contractor In The News

*Continued from page 1*

treating each other with dignity and respect," said L. William "Bill" Zahner, president and CEO, of his firm's philosophy. "It is beneficial for employers and unions to work together and to look at the unionized sheet metal industry in its entirety to achieve growth for future generations." He served as SMACNA president from 1997-1998.

Mr. Zahner was recently featured in a segment on "labor friendly employers" on the national television news program "Fox Business News" on Friday, Aug. 29th. The interview can be viewed online on the YouTube Web site at [www.youtube.com/watch?v=hAyLOY2x1cc](http://www.youtube.com/watch?v=hAyLOY2x1cc).

The Labor Day list is a project of the Socially Responsible Business Program of the American Rights at Work Education Fund. Additional employers that made the list were Alabama Power, Delta Construction Corporation, Gamesa Technology Corporation, the State of Kansas, and Team Industries. ▼

## President's Column



Ron Palmerick

### Future Offers New Challenges, New Opportunities

*Following are excerpts from President Palmerick's remarks at the SMWIA's Business Agents' Meeting Aug. 21, 2008.*

In the 1960s, I got my start in this industry as an apprentice in New York City. At that time my union controlled the sheet metal market, everyone drove an American-made automobile, our televisions were made in America, and the term "non-union sheet metal contractor" did not exist.

Here we are, 40 years later; things have changed, and we are better prepared today to meet the challenge. A new study recently completed by SMACNA's New Horizons Foundation predicts radical changes in the next 10 years for the HVAC industry. It's an exciting picture with a bright future for those who can adapt. It offers opportunities to be the leaders in energy management, green building, and sustainability practices.

To compete in this new HVAC world will require that we analyze the potential market, contemplate our changes, and not be afraid to challenge our current direction. Our contractors cannot meet these new challenges without the help of our labor partners. The New Horizons report "The HVAC and Sheet Metal Industry Futures Study" suggests that labor unions that meet this challenge will need to change—both structurally and culturally. The study predicts that a tiered structure with different skill requirements, training programs, and compensation levels will emerge.

It is expected that a few aggressive, technology-focused, forward-thinking labor organizations will absorb other unions, formally or informally, and will grow market share.

As the great New York Yankee and philosopher Yogi Berra once said, "When you come to a fork in the road, take it." It is time we all take that road—which road will we take?


Will we step forward and keep the promises of a bright future we have made to our workers, or will we hide behind the same old clichés? It would be easier to find excuses to avoid the risks necessary to take our industry to the next level.

Or, we can choose another option—we can enter the fight as partners. As partners, we can work together to identify and overcome the obstacles that stand in the way of market expansion. As partners, we can develop the mutual respect and trust necessary for both parties to risk capital and position for the benefit of our industry.

As SMACNA contractors, we know that market changes are inevitable. SMACNA is positioning itself to capture this new market by re-examining its core values and long-term goals. We also have new programs and services to help contractors take the lead on projects and be competitive in the green marketplace.

There is an asteroid hurtling through space, and it is now right outside our window. Some of us think if we pull the shades it won't hit us. But, it's not the 1960s anymore. Our market is taking off. Are we going to hit home runs or sit in the outfield with our shades drawn? It's our decision.

I've made mine. My business will make the necessary changes to take the lead in this new HVAC world, and I intend to make these changes using sheet metal workers.

Sincerely,  
  
Ron Palmerick  
SMACNA President

## Saluting The Helmets To Hardhats Program For Linking Vets To Construction Jobs

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Pre-written questions for each job category, easy pull-down menus, and options for pre-terminated job qualifications make job posting effortless.

Another way to use the program is by contacting your local Helmets to Hardhats regional directors (the program's field operatives), who are in touch with qualified candidates in your area on a daily basis.

A regional director's number one mission is to help employers find the right person for the job from among the best candidates in the world – U.S. military service men and women.

SMACNA continues to work to be sure funding is included for the Helmets to Hardhats program in the National Defense Authorization Act for 2009. The Senate did not complete work on the bill before it left for its summer recess. Floor action is anticipated when Congress returns. SMACNA would like to see the Senate authorize \$3.5 million in funds for the Helmets to Hardhats program

Visit [www.helmetstohardhats.org](http://www.helmetstohardhats.org) today to enhance your workforce with military skills, values, and discipline. ▼

## Industrial Addenda Study Updated

The "Comparison of Local Industrial Addenda" was recently updated at the request of the Industrial Contractors Council Steering Committee.

Originally prepared in 1998 by SMACNA's Labor Relations Department, the new report examines 21 industrial addenda and compares language covering scope of work, classifications of workers, ratios, overtime, and wage and fringe benefits, etc. The report, available free of charge to SMACNA members, is located on the Industrial Contractors Council section of the SMACNA Web site [www.smacna.org/councils/industrial](http://www.smacna.org/councils/industrial). Any questions on the study may be directed to Jason Watson, director of labor relations, at (703) 803-2981. ▼

## SMACNA's College Of Fellows Awards 7 Scholarships



Anna Zahner



Alexandra Kolbe



Geoff Schneider



Cody Bird



Marne Zahner



Katelyn Doonan



Alexa Hays

SMACNA has awarded its 2008-2009 scholarships to seven top academic students from a field of 90 applicants. All the scholarships are administered by SMACNA's College of Fellows, which funds four of the scholarships. Two of the seven scholarships are supported by endowments and one is paid by SMACNA.

### Scholarships Funded By The College Of Fellows

The four scholarships funded by the College of Fellows provide \$3,000 annually for four undergraduate academic years to each of the following students:

Anna Zahner, of Prairie Village, Kan., a cum laude graduate of Pembroke Hill School, will attend Truman State University where she plans to major in biology. Her father, Robert Zahner, is the vice president of A. Zahner Company of Kansas City, Mo., a member of the SMACNA Kansas City Chapter.

Alexandra Kolbe, of Washington, D.C., a graduate of the National Cathedral School, will attend Brown University where she plans to major in finance. Her father, Stan Kolbe Jr., is SMACNA director of legislation.

Geoff Schneider, of Ventura, Calif., a graduate of Buena High School, will attend University of California - Los Angeles where he plans to major in business economics. His mother, Katherine Schneider, is an employee of Tri-Counties SMACNA.

Cody Bird, of Muskegon, Mich., a graduate of Muskegon Catholic Central,

will attend the University of Michigan where he plans to major in aerospace engineering. His father, Gary Bird, is the owner of Shoreline Metal Fabricators of Muskegon, Mich., a member of the SMACNA - Michigan Chapter.

### Scholarship Funded By SMACNA

Robert Marne Zahner, of Prairie Village, Kan., and a student at Vanderbilt University, was awarded \$2,000 annually for up to four undergraduate years from a scholarship funded by SMACNA. Marne, who is a cum laude graduate of Pembroke Hill School, is majoring in civil engineering and mathematics and plans to attend engineering graduate school. His father, Robert Zahner, is the vice president of A. Zahner Company of Kansas City, Mo., a member of SMACNA Kansas City Chapter.

### Endowment Awards

Katelyn Doonan, of Sycamore, Ill., was awarded \$3,000 for one year as the recipient of the Robert H. Harris Scholarship funded by the GEORGIA-SMACNA Chapter. Katelyn, a graduate of Sycamore High School, will attend Northern Illinois University where she plans to major in engineering. Her father, Stephen Doonan, is the owner of DeKalb Mechanical of DeKalb, Ill., a member of SMACNA of Northern Illinois.

Alexa Hays, of Voorhees, N.J., will receive \$3,000 for one year as the recipient of the Sheet Metal Contractors'

Association of Philadelphia and Vicinity endowed scholarship. A graduate of Eastern Regional High, Alexa will attend Bucknell University where she plans to major in psychology. Her father, Michael Hays, is the owner of Hays Sheet Metal Inc. of Pennsauken, N.J., a member of Sheet Metal Contractors Association of Philadelphia and Vicinity.

Scholarships are open to freshmen and undergraduate students attending an accredited college or university, and who are either SMACNA contractors or their employees, members of the SMACNA College of Fellows, SMACNA Chapter Executives, employees of a SMACNA Chapter, employees of SMACNA National, SMACNA Associate Members or their employees, or family members of any of the aforementioned. Criteria for selection include academic goals, academic achievement, and involvement in extracurricular and community activities.

For more information, contact Bob Roach, executive director of operations, by phone (703) 803-2980 or by e-mail at [broach@smacna.org](mailto:broach@smacna.org). ▼



## Safety Update

### Contractors' Injury Rates Remain Low

Each year, the SMACNA Safety Excellence Award Program (SSEAP) recognizes member contractors for outstanding safety performance and tracks safety trends among contractor firms. These statistics are compiled into an annual report that tracks safety trends for an overview of safety and health in the industry.

This year's survey found the reported average injury incidence rate was 5.06, which remained consistently low compared with previous years. Nearly 85 percent of companies reported an experience modification rate (EMR) of less than 1.0, and, at 0.79, the average EMR for all respondents was the lowest in a decade. These figures are significant as there is a growing trend in the construction industry to closely evaluate a company safety program as a "qualifier" to obtain certain contracts and projects.

Following a positive trend that has been increasing over the past four years, 51 percent of responding companies reported using SMOHIT safety training products. Nearly 82 percent of companies also reported having a formal drug and alcohol program. Characteristics of a successful safety and health program included implementing a formal drug and alcohol program, increased safety inspections, utilizing computer-based training, and providing new employee orientation training.

The "2008 SMACNA Safety Profile" report containing these survey results is available on the SMACNA safety department Web page. SMACNA members can view this report free of charge at [www.smacna.org/safety](http://www.smacna.org/safety).

For questions about the SMACNA Safety Excellence Award Program as well as SMACNA and SMOHIT safety products, contact Mike McCullion, director of safety and health, at (703) 995-4027 or [mmccullion@smacna.org](mailto:mmccullion@smacna.org). ▼

## Meet The Board: Matthew W. Smith Of Stockton, Calif.



Matthew W. Smith

Matthew W. Smith, chairman of Smith Heating and Air Conditioning Inc., Stockton, Calif., was elected to a two-year term on the SMACNA Board of Directors in October 2007.

Mr. Smith has been actively involved with SMACNA for nearly a decade and has served on numerous SMACNA task forces and committees. He currently is a member of the Director Nominating Committee, SMACNA/SMWIA Best Practices Market Expansion Committee, SMACNA/SMWIA Residential Service/Add-on Subcommittee, and the Convention Committee.

His past service to SMACNA includes membership on the Blue Book of Sheet Metal and HVAC Equipment Task Force and the HVAC Contractors Council Steering Committee.

Mr. Smith has worked at Smith Heating and Air Conditioning for more than 20 years. Smith Heating and Air Conditioning Inc. is a full-service mechanical contracting firm that specializes in the commercial restaurant industry. The company also provides custom fabrication of sheet metal products. ▼

## 2008 SMACNA Product Show Exhibitors

ArmaceLL LLC.

◆ C.L. Ward & Family Inc. (*Patron*)

❖ Cadvantage Drafting Service Inc. (*Patron*)

Construction Data Services

DrawTech Inc.

Ductmate Industries Inc.

■ Duro Dyne Corporation

❖ EastCoast CAD/CAM

❖ Engel Industries

◆ Hardcast Product Group – Carlisle

◆ Iowa Precision Industries Inc.

■ ITI/SMOHIT/NEMI

◆ K-Flex USA LLC.

◆ The Lockformer Co.

❖ Maxwell Systems

\* McQuay International

\* QuickPen International

❖ Quote Express

◆ Ruskin Air and Sound Control

SeaBright Insurance Company (*Interim*)

\* Sheet Metal Connectors Inc. (*Patron*)

❖ Shop Data Systems Inc.

◆ Technical Sales International LLC

\* Trane

■ Vicon Machinery LLC/Plasma Automation Inc.

\* - Platinum

■ - Gold

◆ - Silver

❖ - Bronze

## SMACNA Thanks Our Product

### Show Breakfast Sponsors

- Alaska Mechanical Contractors Association Inc.
- Chicagoland Sheet Metal Contractors Association
- Greenheck Fan Corporation
- Houston Sheet Metal Contractors Association
- Montana SMACNA
- New Mexico Sheet Metal Contractors Association
- Northeastern Illinois SMACNA Chapter
- Orange Empire SMACNA
- SMACNA – Arizona
- SMACNA – Los Angeles
- SMACNA – Metropolitan Detroit Chapter
- SMACNA – Southeastern New York Inc.
- SMACNA – St. Louis Chapter

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## Convention Forum

### ***Maintenance Agreements – The Contractors’ Golden Goose***

Maintenance agreements are the foundation stone for profitable growth in the 21st century and can create customers for life. At SMACNA’s 65th Annual Convention, the Residential Contractors Forum, “Maintenance Agreements: The Contractors’ Golden Goose,” will focus on this important topic.

In his presentation, Tom Grandy, president of Grandy & Associates, will discuss why maintenance agreements are good for the contractor as well as for the customer. Attendees will learn how to develop, price, and effectively market service agreements to increase their cash flow and profits.

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

For more information on the annual convention, Oct. 19-23 in Maui, Hawaii, visit [www.smacna.org/events/annualconvention](http://www.smacna.org/events/annualconvention) or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or [mtaylor@smacna.org](mailto:mtaylor@smacna.org). ▼



Tom Grandy

## Convention Update

### **Special Programs For Children On Turtles, Whales, And Sea Life**

Children registered for the SMACNA 65th Annual Convention, Oct. 19-23 in Maui, Hawaii, will have a whale of a time at two special children’s programs that take place on Tuesday morning, Oct. 20, from 8 a.m. to 11:30 a.m. Developed for different ages, the programs “Fantastic Flying Fish” (for ages 6-8) and “Terrific Sea Turtles” (for ages 9-12) will teach kids through interactive activities, exploration, and games about the wonders of undersea life.

In the program Fantastic Flying Fish, children will create their own unique fish from rubber fish molds, learn how underwater corals feed, and explore the beachfront to search for different kinds of sands. In the Terrific Sea Turtles program, children will explore an “adopted” squid, create a squid ink tattoo, learn how humpback whales migrate, and play beach games to learn the great hurdles that sea turtles must overcome.

The programs are taught by the educational staff of the Pacific Whale Foundation, which will provide a high degree of educational fun. Children must be registered for the convention in order to participate.

For more information, 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). ▼

### ***SMACNA Thanks Our Product Show Breakfast Sponsors***

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SMACNA would like to thank our sponsoring chapters and firms for their generous support of the Product Show Breakfast on Tuesday, Oct. 21 at SMACNA’s annual convention at the Wailea Beach Marriott Resort in Maui, Hawaii, on Oct. 19-23.

SMACNA is seeking additional breakfast sponsors. 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. Sponsorship amounts for the Product Show breakfast range from \$500 to \$2,000. To become a breakfast sponsor, contact Bob Roach, executive director of operations, at [broach@smacna.org](mailto:broach@smacna.org) or (703) 803-2983. ▼

### **SMACNA’s 2009 Associate Member Program Offers Many Benefits**

Industry suppliers interested in promoting their products and services to SMACNA’s 1,900 members can enjoy special marketing and networking opportunities when they join the SMACNA Associate Member Program. The membership drive and renewal process is underway for 2009.

A free booth in the annual SMACNA Product Show, ads and product articles in SMACNA’s Products and Services e-newsletter, hyperlinks on the SMACNA Web site, eligibility to purchase SMACNA manuals at member prices and eligibility to use the SMACNA logo are just some of associate member benefits available in the 2009 program.

Companies may receive a 10 percent discount if they sign up and pay the annual fee before Jan. 1 to become associate members at the platinum or gold levels or they may opt for a liberal payment schedule. Great pricing and benefits are available for those renewing or coming in at silver, bronze, interim, and special levels.

The benefit packages are designed to assist associate members in promoting their firm names, products, and services to their customers: SMACNA contractors. The higher the level of a company’s participation, the richer the benefit package. In fact, a number of the benefits result in SMACNA serving as an extension of the associate member firm’s marketing initiatives.

When planning your budgets for 2009, allocate funds to become a SMACNA Associate Member. 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.

More information on the SMACNA Associate Member Program is available at [www.smacna.org/associate](http://www.smacna.org/associate) or by contacting Bob Roach at (703) 803-2980 or [broach@smacna.org](mailto:broach@smacna.org). ▼

# 2008 ASSOCIATE MEMBERS AND PATRONS

## PLATINUM



**SHEET METAL CONNECTORS, INC.**

## GOLD



**INTERNATIONAL TRAINING INSTITUTE**  
For the Sheet Metal and Air Conditioning Industry  
**SMOHIT • NEMI**



## SILVER



**K-FLEX USA**



**Flexmaster USA**  
Flexible Duct, Sheet Metal Fittings, Access Doors and Accessories



*Building Value in Air.*



**IOWA PRECISION**  
COILED METAL PROCESSING SYSTEMS. WORLDWIDE



**Johns Manville**



**HARDCAST**  
CARLISLE

## BRONZE



**COMMERCIAL PRODUCTS GROUP**



**Tubular USA**



**QuoteExpress**



**ADVANTAGE**  
DRAFTING SERVICE, INC.



**TEMPAIR**

**EASTCOAST**  
DESIGN TO FABRICATION



## INTERIM



**SeaBRIGHT**  
INSURANCE COMPANY



**Kingspan**  
Kingspan Insulation Ltd



## SPECIAL



**ALPHA** *Free Flow*  
INDUSTRIES LIMITED

*\*Other applicants are pending Board approval*

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Editor: Rosalind P. Raymond  
Assistant Editor/Writer: Cynthia Young  
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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September 2008

## Electronic Mailings

SMACNA alerted members to a variety of events and services electronically 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).

## Membership Update

- August 8 (Issue 31) – SMACNA Recognizes Top Contractors for Safety Excellence; New SMACNA Program: Making an Impact – Creating Effective Presentations and Meetings
- August 15 (Issue 32) – ITI Train-the-Trainer Program; National Issues Conference; Convention Countdown for Maui!
- August 22 (Issue 33) – New SMACNA Program: Making an Impact – Creating Effective Presentations and Meetings; Countdown to the 2008 General Election with SMACNA
- August 29 (Issue 34) – Missing the Early Bird Convention Registration Will Cost You \$200; Proposed Slate of Candidates – SMACNA Board of Directors

## Chaptergram

- August 6 (Issue 31) – Convention Countdown for Maui! ITI Train-the-Trainer Program; SMAC PAC Auction in Hawaii; Council of Chapter Representatives Meeting Call – December 2008; National Issues Conference
- August 13 (Issue 32) – New SMACNA Program: Making an Impact – Creating Effective Presentations and Meetings; Countdown to the 2008 General Election with SMACNA; Palm Springs Hummer Tour for Ten

## Products and Services Update

- August 27 (Issue 8) – Construction Jumps 6 Percent in July; Federal Support For Green Building Grows; This Highly Engineered Take-Off Brings A New Meaning To "Hi Efficiency;" Purchase A QuickPen Software License And Earn A Ticket To Maui For The SMACNA National Convention; Not Only Is It Easy To Talk To Us, It's Also Easy To Talk To Our Machines

## SMACNA Reminders

### September 2008

- NJAB – Sept. 14-17, San Francisco, Calif.
- Speaking With Impact – Sept. 22-24, St. Louis, Mo.

### October 2008

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

### December 2008

- Council of Chapter Representatives – Dec. 7-9, San Diego, Calif.
- Industry Fund Seminar – Dec. 9, San Diego, Calif.

### January 2009

- Board of Directors – Jan. 18-20, South Beach, Fla.
- Chapter Executives Institute – Jan. 25-28, Palm Desert, Calif.
- BMU Graduate Program – Jan. 25-28, Tempe, Ariz.

### February 2009

- NJAB – Feb. 15-17, Bonita Springs, Fla.
- Business Management University – Feb. 22-26, Tempe, Ariz.

### March 2009

- College of Fellows Meeting – March 27-28, St. Augustine, Fla.

### Future Conventions

- Oct. 11-15, 2009 – Palm Desert, Calif.
- Oct. 10-13, 2010 – Phoenix, Ariz.