

# SMACNA

## News

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

## SMACNA Delivers 10-Point Energy Efficiency Plan To Obama Transition Team

In a bold and aggressive move, SMACNA and its labor partner the Sheet Metal Workers' International Association had a comprehensive 10-point plan featuring energy efficiency and "green" building program efforts on President-elect Obama's desk when he arrived in Washington, D.C., prior to taking office.

The plan outlines a comprehensive public investment-private tax incentive package of historic significance addressing energy efficient building infrastructure as the cornerstone of the economic stimulus legislation.

The landmark legislation, estimated between \$750 billion and \$1 trillion dollars, is the top priority of the Obama Administration and the newly sworn in 111th Congress. The stimulus package, designed to be expended over two budget years, is expected to be ready by mid to late February.

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## Pension Relief Legislation Signed Into Law

SMACNA played a key role in securing passage of The Worker, Retiree and Employer Recovery Act of 2008 (WRERA) (H.R. 7327), by both houses of Congress. On Dec. 23, President Bush signed the Act into public law (P.L. 110-458).

The law makes temporary changes to the Pension Protection Act (PPA) funding rules for multiemployer pension plans giving them time to weather the recent and rapid fall of plan assets due to the steep 2008 stock market decline.

After the Senate failed to act before Thanksgiving, it was unclear if the Congress would pass pension relief for multiemployer pension plans before the end of the year, especially

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## SMACNA Welcomes New Ohio Chapter

The SMACNA board of directors recently approved the application for chapter charter for the Sheet Metal Contractors of Central Ohio.

The 17 founding members include Aero-Fab Inc., Air Systems Sheet Metal Inc., Cabell Sheet Metal and Roofing Inc., Columbus Heating and Ventilating Co., General Temperature Control Inc., H and H Sheet Metal Inc., Industrial First Inc., Kirk Williams Company, Lambert Sheet Metal Inc., Limbach Company, M.R.S. Industrial Inc., Martina Metal Contracting Co. Inc., Mechanical Construction Inc., Metaltec Inc., Mid-Ohio Mechanical Inc., Speer Mechanical, and The George P. Frueh Company.

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## Web Exclusive

- Take A Look At The 111th Congress

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

## Register Online Now! Code Of Excellence Webinar Jan. 22

The SMACNA Labor Relations Department will present a webinar on the SMWIA Code of Excellence program on Jan. 22 at 11 a.m. Eastern Standard Time. The Code will have numerous legal and collective bargaining implications for SMACNA contractors and chapters. Registration is \$95 per connection.

SMACNA contractors and chapters should tune into this 90-minute webinar for an overview of the Code and a comprehensive analysis of the legal issues involved. The webinar will address the impact of the Code on dispatch and referral practices, termination for cause, and the issues in the Code that may drive your next contract negotiations. Sufficient time will be provided for speakers to answer participants' questions.

The presenters include Stephen Burton Esq., SMACNA outside labor counsel, of Felhaber, Larson, Fenlon & Vogt, P.A.; and Deborah Wyandt Esq., SMACNA execu-

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

## Council Discusses Industry Issues Makes Recommendation To SMACNA Board

At its December meeting, the Council of Chapter Representatives recommended that SMACNA's Board of Directors consider affiliating with or supporting the Association Task Force on Material Theft and the Institute of Scrap Recycling Industries initiatives for addressing the theft of metal products from shops and job sites. The theft of stainless steel, sheet metal and other industrial products has increased due to rapid escalation of prices for scrap materials.

The Council also discussed the history of regional sheet metal councils/coalitions, as well as prevailing wage law, mandatory journeymen training, subcontract awards to international sheet metal firms, and jurisdictional issues regarding installation of new fire-stop systems.

Among the presentations made to the Council were:

- Construction Financing in Today's Market by Kenneth Ryan
- SMWIA's Code of Excellence by Deborah Wyandt Esq. and Steve Burton Esq.
- Voluntary Wage Deductions by Steve Burton Esq.
- National Pension Fund Update by Marc LeBlanc
- Job Targeting Program Update by Steve Burton Esq.

Thomas Goodhue, executive director, of the Columbia Chapter SMACNA, Portland, Ore., was elected Council vice chairman. Kurt Smith, of Smith Heating & Air Conditioning Inc., Sacramento, Calif., and of the SMACNA-Sacramento Valley Chapter, is the Council chairman. ▼

## 2009 National Issues Conference

### New Opportunities If You Know Where To Look

For a sneak preview and insider tips on how to navigate through the myriad of new federal programs and priorities of the Obama Administration, mark your calendar and plan to attend the 2009 National Issues Conference: Campaign for Quality Construction (CQC), May 11-13 in Washington, D.C.

With the economy in a downturn, president-elect Barak Obama has continued his call for Congress to invest in infrastructure and initiatives in advanced energy efficiency and sustainability as well as in creating more jobs. SMACNA got a head start on your behalf by presenting a 10-point stimulus package before the Obama Transition Team came to Washington. (See page 1.)



Mark Shields

As a result, SMACNA contractors are singularly situated to play a major role in delivering on the President-elect's promises of more jobs. But in order to get the work you must know the federal government's programs, guidelines, resources and deadlines.

**Special Sessions on Green Building Initiatives:** The Campaign for Quality Construction has designed special sessions on Federal Green Building Initiatives for Monday, May 11, from 1:30 p.m. – 5:30 p.m. Your CQC conference registration fee will cover the additional sessions. However, for those who wish to attend only the Green Building program and the conference's opening reception, the fee is \$75.

**Mixing Laughter with Substance:** On Tuesday, May 12, sessions begin with the "wittiest political analyst around," Mark Shields, nationally known columnist and commentator who will share an entertaining and irreverent, yet insightful look at the "new" Washington.

Subsequent sessions will feature members of Congress and policy wonks to fill you in on what to expect as Congress's work unfolds. Health care and employee misclassification—both important issues to SMACNA contractors—more than likely will be on the agenda.

**Going On The Hill:** You voted in the November elections—now it is time to shape the country's political agenda. The 2009 National Issues Conference sets aside time for in-person meetings with your national legislators and staff. By offering your business expertise, SMACNA contractors can jump-start many of issues in the 111th Congress.

**Mark Your Calendars:** 2009 National Issues Conference: Campaign for Quality Construction, May 11 – May 13, 2009, Renaissance Hotel, 999 9th St, N.W., Washington, D.C.

For more information, contact the SMACNA Capitol Hill office at (202) 547-8202 or visit the legislative section of the SMACNA Web at [www.smacna.org/legislative](http://www.smacna.org/legislative). The conference registration form will be included in the February issue of SMACNews and also on the SMACNA Web site. ▼

## SMACNA Welcomes New Ohio Chapter

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These contractors perform work in all areas including architectural sheet metal, commercial HVAC, custom fabrication, industrial sheet metal, kitchen equipment, manufacturing, residential, service, siding and decking, and testing and balancing.

The addition of this new chapter covering central Ohio and West Virginia increases the local chapter membership of SMACNA National to 100. SMACNA represents 95 chapters in the United States, two in Canada, two in Australia, and one in Brazil.

All inquiries may be directed to the Sheet Metal Contractors of Central Ohio, 3518 Riverside Drive, Suite 203, Columbus, Ohio 43221-1735, phone (614) 459-3272, fax (614) 459-6604, e-mail [cwpark@rroho.com](mailto:cwpark@rroho.com). Contact: C.W. Park, general counsel. ▼

## President's Column



John Ilten

### Facebook Watch Out! The Sheet Metal Network Is Growing

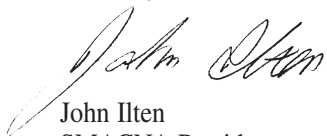
If you're a fan of Internet Web sites such as Facebook or Myspace, you're going to love the new Sheet Metal Network. Post awesome pictures of projects you've worked on, watch a video, make a friend; why, you can even play a game. Start a blog, join a group of people with similar interests, and most importantly invite someone else to join in the fun. Labor, management and even chapter management and national staff are welcome to join. There's something for everyone.

If this all sounds confusing, visit [www.sheetmetalnetwork.org](http://www.sheetmetalnetwork.org) and register or get the technologically savvy and younger members of your firm to sign up with you. Encourage them to be active participants, posting photos, videos and conversing with other members. Our goal is to create a thriving community and put our best face forward. It also provides an additional way to recruit a new workforce since more than half of all online American youths use an online social networking site.

If you're still unsure about the Sheet Metal Network, get on the site and explore. Currently there are 17 groups. A number of local unions are setting up their own group. Plus, there's a contractor group, an HVAC expertise group and a Green Jobs Coalition. If you don't see anything you like, start your own. One of the site's strengths is the ability to form small groups for issues of interest that affect chapters, contractors, locals and JATCs. Groups may be either public or private, allowing only group members to see posted items and participate in the discussions.

Even though the network got its start last year thanks to the SMACNA/SMWIA Best Practices Task Force, it has really taken off. Right now there are 139 members and it's growing quickly. This is no place to be boring. Loosen up a bit and have some fun posting your comments and industry-related pictures. Show your pride in the sheet metal industry and what we do.

Sincerely,



John Ilten  
SMACNA President

## Register Online Now! Code Of Excellence Webinar Jan. 22

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tive director, Labor Relations and Human Resources.

Participants can register online for the webinar at [www.bostonconferencing.com/smacna/4](http://www.bostonconferencing.com/smacna/4). Registration is by site (an Internet connection where one registration fee allows unlimited participants.) The site can be an office, conference room, or home office. A Web site will be used for the visual presentation and a toll-free number will be provided for the audio portion.

Program handouts will be available for participants to download two weeks prior to the webinar. Complete instructions for viewing the webinar will be sent with each registration. Live, online support will also be available during the presentation. For more information, contact [memberservices@smacna.org](mailto:memberservices@smacna.org). ▼

## SMACNA Presents BIM Webinar Feb. 19

Building Information Modeling (BIM) is quickly gaining popularity among construction owners while enabling SMACNA members to deliver a better product, saving both time and money.

Learn firsthand how SMACNA member Matthew D. Cramer, president of Dee Cramer Inc., of Holly, Mich., is finding success with BIM. Attend SMACNA's webinar, Building Information Modeling – The Key to Unlocking Your Future, on Feb. 19 from 11 a.m. to 12 p.m. Eastern Standard Time. Registration is \$95 per connection.

This webinar will cover the advancements in Building Information Modeling technology and how they affect the construction market and sheet metal contractors.

Building Information Modeling (BIM) is a digital representation of a facility's physical and functional characteristics. A basic premise of BIM is the collaboration of different stakeholders during each phase of the construction life cycle to insert, extract, update and modify the model to reflect each participant's role.

The webinar will cover the basics of BIM, how BIM benefits SMACNA members, how BIM is quickly gaining a foothold among construction company owners, and will show what it takes to get involved in this exciting industry initiative. Mr. Cramer will also discuss proven examples of its success on HVAC projects.

Participants can register online for the webinar at [www.bostonconferencing.com/smacna/4](http://www.bostonconferencing.com/smacna/4). Registration is per computer connection (an Internet connection where one registration fee allows unlimited participants.) The site can be an office, conference room, or home office. A Web site will be used for the visual presentation and a toll-free number will be provided for the audio portion.

Program handouts will be available for participants to download two weeks prior to the webinar. Complete instructions for viewing the webinar will be sent with each registration. Live, online support will also be available during the presentation. For more information, please contact [memberservices@smacna.org](mailto:memberservices@smacna.org). ▼

## “SMACNA Guide To Cost Recovery For Sheet Metal And HVAC Equipment” Available Free To Members Online

Use rates for tools and equipment found in every shop and on every job site are available in the new “SMACNA Guide to Cost Recovery for Sheet Metal and HVAC Equipment,” third edition, 2008. The guide is available in electronic format and is free to SMACNA members.

Formerly called the “Blue Book of HVAC and Sheet Metal Equipment,” this valuable document is a rate guide on ownership and operating costs of equipment. Utilizing the widely accepted Blue Book methodology to obtain the equipment rates, this book provides use rates for tools and equipment.

SMACNA members may download the document and the rate tables in Excel spreadsheet format on the [Members Only section](#) of the SMACNA Web site. ▼

## SMACNA Delivers 10-Point Energy Efficiency Plan To Obama Transition Team

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In the proposal to President-elect Obama SMACNA President John Ilten emphasized that “SMACNA has long urged Congress to enact aggressive tax incentives, green building grant programs and a federal procurement policy that encourages far greater energy efficiency in commercial, residential and public buildings. Further, SMACNA firms have led in the construction and policy efforts to create green schools and related public buildings with far improved HVAC systems, providing major advancements to indoor air quality (IAQ). Without question, a wide range of state, county, local and federal buildings can quickly respond to the proposed federal grants and partnership incentives now being considered by your transition team for inclusion in the forthcoming stimulus packages for 2009 and beyond.”

The 10-point plan featured proposals to:

1. Sharply reduce the depreciation period for energy efficient mechanical, heating, ventilating and air conditioning equipment (HVAC) by at least half, from the current 39-year depreciation period with additional incentives for high efficiency equipment retrofits.
2. Implement a high efficiency building strategy for federal facilities addressing energy, water and material resources including indoor and outdoor air quality.
3. Direct the Environmental Protection Agency to provide green construction and renovation grants to hospitals and nonprofit health care institutions.
4. Finance grants to states and local governments for educational infrastructure banks to fund the repair, modernization and renovation of mechanical, structural, architectural and electrical systems.
5. Establish state, local and federal grant programs for the high efficiency retrofitting of large scale HVAC mechanical systems in public buildings including qualified energy conservation and clean energy bond programs. These bond programs would fund projects reducing greenhouse gases while financing efficient generating facilities.
6. Promote and enhance the operation of local building code enforcement administration across the nation by supporting increased inspection staffing, training and competence.
7. Support significantly enhanced tax incentives as well as far shorter depreciation periods for energy consuming HVAC systems and major appliances in residential, commercial and industrial structures including support for the reinstatement of the Investment Tax Credit (ITC) and an increase in Section 179 expensing limit to no less than \$250,000 in conjunction with an extension of bonus depreciation for businesses.
8. Support expedited issuance of regulations to implement the recently passed contractor accountability statute providing for a contractor database for greater procurement scrutiny of contractor integrity and performance in federal agency award determinations.
9. Support stricter enforcement of federal contractor conduct rules, especially those relating to prevailing wage and project agreement statutes.
10. Require employers to properly classify workers as employees and reduce the widespread independent contractor abuse in the construction and related industries.

For more information, contact SMACNA’s Capitol Hill office at (202) 547-8202.

## SMACNA Welcomes New Members

- Aerodyne Mechanical Contractors Inc., Medford, Mass. (SMACNA Boston)
- Gunning Inc., Sewickley, Pa. (SMACNA of Western Pennsylvania)
- Lyles Mechanical Co., Fresno, Calif. (Sheet Metal and AC Contractors of Central California)
- Orange County Fabrication, Orange, Texas (Sabine Area Sheet Metal Contractors Association)

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## New “Guide To Safety And Health Policies, Procedures And Programs” Available On CD

New for 2009, SMACNA has developed an informative CD with written policies, procedures, and model programs to help members improve their safety and health programs, comply with OSHA standards, and complete project bidding and contract requirements.

The “SMACNA Guide to Safety and Health Policies, Procedures, and Model Programs” contains policies, procedures, and programs that members can edit to meet their individual needs. The CD provides additional information on training through PowerPoint presentations, and offers checklists and safety bulletins.

With an increasing focus on written safety and health policies, procedures, and programs, it is important, now more than ever, that contractors have the ability to provide effective written safety and health programs.

Each SMACNA member will receive a free copy of the CD in the mail in early 2009. If you have questions about this new product, contact Mike McCullion, director of safety and health, by telephone at (703) 995-4027 or by e-mail at [mmccullion@smacna.org](mailto:mmccullion@smacna.org). ▼

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### ***Reminder: Post Your OSHA Injury Records Feb. 1 – April 30***

In accordance with OSHA recordkeeping requirements, most SMACNA firms should have been collecting injury and illness data for the calendar year 2008. The summary of those records needs to be posted and available for employee review from Feb. 1 through April 30, 2009, using OSHA Form 300-A. States with state OSHA programs (such as California, Oregon, Michigan, etc.) have a similar form.

SMACNA members who need information on OSHA’s recordkeeping requirements are encouraged to take the free online SMACNA recordkeeping course, OSHA’s Revised Recordkeeping Rule. The course is 25 minutes long and is available on the Safety and Health section of the SMACNA Web site at [www.smacna.org/members/safety](http://www.smacna.org/members/safety).

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

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### **Make A Difference**

## **2009 SMACNA Safety Award Survey Is Online**

The New Year means that it is time for the 2009 SMACNA Safety Excellence Awards Program (SSEAP). This annual program is the tool SMACNA uses to determine winners of the annual safety awards, to obtain valuable information about its members’ safety and health programs, and to provide its members with important safety feedback. Your input is critical to the success of the program.

SMACNA members may complete and submit their form online by going to the link on the SMACNA Web site home page. It’s easy and confidential. A third-party consultant will receive the data and prepare the final report.

Entries can also be submitted by fax or regular mail. Simply go to the safety section on the SMACNA Web site at [www.smacna.org/safety](http://www.smacna.org/safety) to download a paper copy of the survey form.

*All entries must be received by May 22, 2009. Please submit your survey early.*

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

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## ***Five Recognized As Multi-Service Chapters***

In December 2008, five chapters requested and were renewed as SMACNA Multi-Service Chapters. Congratulations go to SMACNA Chicago, SMACNA of Long Island Inc., SMACNA – Sacramento Valley Chapter, SMACNA Utah, and SMCA of Northern New Jersey.

The designation is granted for a four-year period and the chapter must submit an application for renewal at the end of that period that indicates continuation or improvement of the level of services.

The Multi-Service Chapter Program grew out of the deliberations of a special task force in the late 1980s that studied barriers to membership in SMACNA and SMACNA chapters. The task force concluded that delivery of inadequate services was one of the major barriers to membership. In its report, the task force noted, “if a chapter offers extremely limited services or inadequate performance of specific services, affiliation by eligible contracting firms may be difficult to acquire.”

The Multi-Service Chapter Program is designed to measure a chapter’s operations, administration, and services against criteria in the SMACNA Chapter Management Guidelines. Chapters that participate in the program must complete a detailed application form and provide all requested support and back-up information. This process is the most important element of the program since it enables the chapter to examine local operation and services they provide to their membership.

The Multi-Service Chapter Program is administered by the Multi-Service Chapter Application and Selection Committee, which reviews the applications and determines if the chapter qualifies for the designation of Multi-Service Chapter.

For more information, contact Bob Roach, executive director of operations, at (703) 803-2983 or [broach@smacna.org](mailto:broach@smacna.org). ▼

## ***Undergraduate Students Urged To Apply For Scholarships***

Undergraduate students who are part of SMACNA's extended family are encouraged to submit scholarship applications for academic year 2009-2010 to the SMACNA College of Fellows. An interactive application is available on the SMACNA Web site home page under the College of Fellows Scholarship link. The Web site application form may be completed and submitted online. *Applications must be submitted and postmarked no later than March 31, 2009.*

Application notices and a copy of the application have been sent to all SMACNA Chapters and members. This year the application may be completed online and submitted electronically. Photographs may also be submitted electronically.

College of Fellows scholarships are available to undergraduate students from SMACNA's extended family, which includes SMACNA contractors, employees of SMACNA contractors, SMACNA Fellows, employees of SMACNA Chapters, employees of national SMACNA, national SMACNA Associate Members, and members of the families of all of these groups.

The College of Fellows offers four, four-year scholarships at \$3,000 per year. In addition, the College administers one SMACNA scholarship of four years at \$2,000 per year; plus the College administers five endowed scholarships, also for four years, at \$3,000 per year. The endowments consist of two sponsored by the J.B. Rodgers Foundation, one sponsored by the Bay Area SMACNA Chapter in memory of Richard DeBrine, one sponsored by GEORGIA-SMACNA in memory of Robert Harris, and one sponsored by the Chicagoland Sheet Metal Contractors Association in memory of Marty and Victor Comferte. These scholarships are typically available once every four years. The College also administers a one-year scholarship of \$3,000, sponsored by the Sheet Metal Contractors Association of Philadelphia and Vicinity.

Endowment scholarships available for the 2009-10 academic year are the J.B. Rodgers scholarship, the GEORGIA-SMACNA scholarship, and the one-year Philadelphia scholarship.

For additional scholarship information, contact either Bob Roach at (703) 803-2980 or broach@smacna.org, or Beth Coyner at (703) 995-4026 or bcoyner@smacna.org. You may also visit the College of Fellows Scholarship link on the SMACNA Web site at [www.smacna.org/scholarship](http://www.smacna.org/scholarship). ▼

## **Meet The Board: William Blazvick Of Las Vegas, Nev.**



**William Blazvick**

William "Bill" Blazvick, president and owner of Royal Metal Works Inc., Las Vegas, Nev., was elected to a four-year term on the SMACNA Board of Directors in October 2008 at the 65th annual convention.

Mr. Blazvick has been actively involved with SMACNA for several years. He is currently on the Strategic Planning Task Force and the High Performing Contractor Task Force. He has served as chairman of the Custom Fabricating and Manufacturers Council Steering Committee and has served on the Architectural Sheet Metal Council Steering Committee, Director

Nominating Committee, Products and Programs Coordinating Committee, and Supervisory Training Programs Task Force.

Mr. Blazvick currently serves on the Board of Directors of SMACNA of Southern Nevada, and has been the chapter's president, vice president, and chapter councilor. He has co-chaired the chapter's Local 401k and Retiree Health Plans as well as the Negotiating and Labor/Management Committees. He currently co-chairs the Local 88 Joint Apprentice Training Committee and is a management trustee for the SMWIA Health and Welfare Plan of Southern California, Arizona, and Nevada.

Starting his career as an aircraft welder in the U.S. Air Force, he began Royal Metal Works in 1995 and built it into a 40-employee company that specializes in the installation, fabrication, design, and construction of food service equipment and architectural metals for major casinos and hotels in Las Vegas and Reno, Nev., Detroit, St. Louis, and Florida. ▼

## ***Pension Relief Legislation Signed Into Law***

*Continued from page 1*

since the Administration had voiced concerns with some of the provisions. However, the House and Senate both passed emergency, temporary adjustments to the 2006 law and the President signed it. The new law affects local plans as well as the National Pension Fund (NPF).

SMACNA worked with a broad coalition of employers and unions to secure final passage of the bill. In order to receive the broad support necessary for final passage quickly the coalition agreed to a narrow and temporary set of modifications. The relief provisions enacted include:

- For plan years starting between Oct. 1, 2008 and Oct. 1, 2009, multi-employer plans may elect to freeze their current funding certification based on the previous year's level.
- A three-year extension of the current funding improvement or rehabilitation period for multiemployer plans, from 10 to 13 years.

In addition to the temporary relief for plans, the new law also makes some "technical corrections" to the PPA.

A more detailed summary of the law is located at [www.smacna.org/legislative](http://www.smacna.org/legislative) under "Other Legislative Information-Pension Relief NCCMP Summary Dec. 08." For more information, contact SMACNA's Capitol Hill office at (202) 547-8202. ▼

## New Year's Resolution — Be A SMACNA Associate Member!

SMACNA welcomes 2009 Associate Members: McQuay International (platinum), Minneapolis, Minn.; Sheet Metal Connectors Inc. (platinum, patron), Minneapolis, Minn.; Duro Dyne Corporation (gold), Bay Shore, N.Y.; ITI/NEMI/SMOHIT (gold), Alexandria, Va.; Vicon Machinery LLC/Plasma Automation Inc./Intelcad Drafting Software (gold), Bohemia, N. Y.; Armacell LLC (silver), Mebane, N.C.; FastEST Inc. (silver), Wichita, Kansas; Greenheck Fan Corporation (silver), Schofield, Wis.; Iowa Precision Industries (silver), Cedar Rapids, Iowa; Johns Manville Corporation (silver), Denver, Colo.; K-Flex USA LLC (silver), Youngsville, N.C.; Lockformer Company (silver), Lisle, Ill.; Ruskin Air and Sound Control (silver), Grandview, Mo.; Gripnail Corporation (bronze), East Providence, R. I.; Maxwell Systems (bronze), King of Prussia, Pa.; Revere Copper Products Inc. (bronze), Rome, N.Y.; TEMP-AIR (bronze), Burnsville, Minn.; and Fleetmatics (interim), Wellesley, Mass.

SMACNA is seeking both renewals and new members for its 2009 Associate Member Program. The enhancements from last year's program include the addition of new exclusive benefits for platinum-level participants.

The program consists of six levels of participation: platinum at \$20,000 per year, gold at \$15,000 per year, silver at \$7,500 per year, bronze at \$3,000 per year, interim at \$2,000 per year, and special at \$1,500 per year.

Each level has its own package of benefits, with the platinum level receiving the most benefits. The interim level is a one-year trial membership; participants at this entry level must renew at the bronze or higher level. The special level is for Canadian suppliers whose industry business is exclusively in Canada.

The Associate Member Program is designed to encourage and enhance the development of partnership business relationships between associate member firms and SMACNA member contractors. SMACNA believes that the development of such working partnerships amounts to a win-win-win initiative—the contractor wins, the associate member wins, and the customer wins.

Industry suppliers are encouraged to join this effort and become a SMACNA associate member. For further information please contact Bob Roach at (703) 803-2980 or at [broach@smacna.org](mailto:broach@smacna.org). ▼

## Holiday Observed

The SMACNA national offices will be closed Monday, Jan. 19, in observance of Martin Luther King Jr. Day. ▼

## SMACNA 2009 Associate/Patrons Members

### Platinum



**SHEET  
METAL  
CONNECTORS, INC.**

### Gold



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



### Silver



**GREENHECK**  
Building Value in Air.



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



**Estimating Software**



**armacell** THE MAKERS OF  
Armaflex®  
engineered foams



**K-FLEX USA**



**Johns Manville**

### Bronze



**FASTENING SYSTEMS**



**TEMPAIR®**



**REVERE**



**maxwell  
SYSTEMS**

### Interim



**The GPS Vehicle Tracking Solution for your fleet**

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

January 2009

## Electronic Mailings

SMACNA alerts 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

- December 5 (Issue 45) – Cool and Efficient Buildings/Smart Buildings Act; Multiemployer Pension Emergency Relief Before Year-End Unlikely; Register Now for the 2009 Collective Bargaining Orientation!; FMLA Final Rule Issued By The U.S. Department of Labor; Hurry! Take Your Business Skills To The Next Level With SMACNA's Graduate Program
- December 19 (Issue 46) – 2009 Business Management Graduate Program – A Contractor Case Study; Pension Relief Legislation Sent to White House President Expected to Sign; Hurry! Register Now For The 2009 Collective Bargaining Orientation!; Got Questions About The SMWIA's New Code Of Excellence? SMACNA's Webinar Will Have The Answers; OSHA Final Rule on PPE and Training

## Chaptergram

- December 3 (Issue 44) – Cool and Efficient Buildings/Smart Buildings Act Energy; Register Now for the 2009 Collective Bargaining Orientation!; Extended Deadline to Complete Annual State of the Industry Survey; FMLA Final Rule Issued By The U.S. Department of Labor; Industry Fund Seminar to Immediately Follow December Council Meeting
- December 10 (Issue 45) – SMACNA To Lead Two AHR Expo Educational Sessions
- December 17 (Issue 46) – SMACNA Applauds Congressional Passage of Pension Relief Bill Headed to White House for Signing; Hurry!!! Register Now For The 2009 Collective Bargaining Orientation!; Got Questions About The SMWIA's New Code Of Excellence? SMACNA's Webinar Will Have The Answers; 2009 Business Management Graduate Program – A Contractor Case Study; OSHA Final Rule on PPE and Training
- December 23 (Issue 47) – Got Questions About The SMWIA's New Code Of Excellence? SMACNA's Webinar Will Have The Answers
- December 31 (Issue 48) – Got Questions About The SMWIA's New Code Of Excellence? SMACNA's Webinar Will Have The Answers; College of Fellows Call for Candidates

## SMACNA Reminders

### January 2009

- Board of Directors – Jan. 18-20, South Beach, Fla.
- Webinar – SMWIA Code of Excellence – Jan. 22
- Chapter Executives Institute – Jan. 25-28, Palm Desert, Calif.
- Graduate Program – Jan. 26-28, Tempe, Ariz.

### February 2009

- NJAB – Feb. 9-10, Bonita Springs, Fla.
- Webinar – BIM – The Key to Unlocking Your Future – Feb. 19
- Business Management University – Feb. 22-26, Tempe, Ariz. (sold out)
- Collective Bargaining Orientation – Feb. 3, Dallas, Texas

### March 2009

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

### April 2009

- President-to-Presidents Meeting – April 2-5, Orlando, Fla.

### May 2009

- Campaign for Quality Construction, National Issues Conference – May 11-13, Washington, D.C.
- Safety Surveys Due – May 22

### Future Conventions

- Oct. 11-15, 2009 – Palm Desert, Calif.
- Oct. 10-13, 2010 – Phoenix, Ariz.
- Oct. 2-6, 2011 – Colorado Springs, Colo.