

SMAC

News

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Capitol Hill Update

Congress Must Extend Key Tax Incentives, Estate Tax Reductions This Year

While members of Congress have introduced several estate tax reform bills (H.R. 436, H.R. 2023, H.R. 3463 and S. 722), leading tax writers on the Senate Finance and House Ways and Means Committees have yet to begin serious dialogue on this issue of great concern to the business community.

The main reason for failing to act on estate tax issues and other business tax incentives is the glacial pace of many committees on Capitol Hill in considering and reporting on health-care reform. Because the estate tax will disappear Jan. 1, 2010 unless Congress acts,

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SmartMarket Report Finds BIM Use Growing Dramatically

The latest McGraw-Hill Construction SmartMarket report, "The Business Value of BIM: Getting Building Information Modeling to the Bottom Line," shows that Building Information Modeling (BIM) adoption has grown dramatically and is now in use by half the North American construction industry.

The 52-page report offers new insights on Building Information Modeling (BIM) adoption and the value users are experiencing including case studies and industry perspectives. The publication builds on two previous publications "Building Information Modeling" (2008) and "Inter-operability" (2007).

The report looks into adopters' length of usage and level of expertise, the cost of types of BIM investments, return on investment (ROI), and business benefits from using BIM. Key research findings include: almost 50 percent of the industry is now using BIM, 20 percent of non-users plan to

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Answers To Your Questions About E-Verify

Federal regulations went into effect on Sept. 8 requiring most federal contractors to use the E-Verify electronic employment eligibility verification system to verify the employment status of their employees who work on federal contracts as well as those who are hired by the contractor during the term of a federal contract.

Because of the potential impact on SMACNA contractors, SMACNA has prepared answers for members only to Frequently Asked Questions (FAQs) to help understand the E-Verify system and the requirements placed on federal contractors for its use.

The E-Verify FAQ is located on the SMACNA Web site at www.smacna.org in the Member Resources section of the Labor Relations page, under Human Resources. Please contact the SMACNA Labor Relations department at (703) 803-2997 with any additional questions. ▼

"Retrofit Ramp-Up" – \$454 Million For Local Energy Efficiency Projects

The U.S. Department of Energy (DOE) recently announced that it will award state and local governments up to \$454 million to create building energy-retrofit models that could be replicated nationally.

The "Retrofit Ramp-Up" program, part of the American Recovery and Reinvestment Act, will support large-scale models that could spearhead energy-efficiency opportunities in neighborhoods, towns and states. If replicated nationally, residential and commercial

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

Congratulations To SMACNA Chapters Making SMAC PAC's "Top Ten"

The SMAC PAC contributors' Top Ten 2009 list is based on the total contributions received between Sept. 15, 2008 and Sept. 15, 2009. (All contributions received after Sept. 15, 2009 count toward Top Ten 2010.) The Top Ten contributing chapters are selected based on the total chapter, corporate and personal contributions to SMAC PAC and to the Administrative Fund.

Chapter	Grand Total
Columbia Chapter SMACNA	\$37,254
Bay Area SMACNA Chapter	\$35,867
SMACNA Boston	\$25,284
SMACNA-Western Washington	\$25,063
Orange Empire SMACNA	\$24,943
Georgia-SMACNA	\$22,220
New Mexico SMCA	\$18,336
SMACNA Mid-Atlantic	\$17,131
SMACNA of Long Island	\$16,645
SMCA of Philadelphia & Vicinity *	\$13,866
SMACNA of Southern Nevada *	\$13,866

* Tied for 10th place

Close contenders for the Top Ten List include: SMCA of Oklahoma, Sheet Metal Contractors of Idaho, SMACNA-St. Louis, S/M Contractors Association of Central Indiana, and NYC SMACNA S/M & AC Contractors Association of New York City!

Tops in Personal Dollars

Winners are the chapters raising the most personal dollars for SMAC PAC. This is the money that goes to congressional candidates.

- Bay Area SMACNA Chapter
- Georgia-SMACNA
- SMACNA Boston
- New Mexico SMCA
- Columbia Chapter SMACNA
- SMACNA Western Washington

Capitol Hill Update

Congress Must Extend Key Tax Incentives

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lawmakers are likely to do something on the issue right before the year ends, but probably won't until after health-care reform is resolved one way or the other.

If Congress fails to enact the estate tax, it will disappear for 2010 and then return with far higher rates and lower exemptions in 2011. This odd policy development creates a perverse situation whereas wealthy people who die in 2010 would pay no estate tax but similar individuals passing in 2011 would pay excess rates of estate taxes that have not been seen in years.

President Obama and Democratic leaders would like to keep the 2009 estate tax rules, which have a \$3.5 million per-person exemption and a 45 percent top tax rate and may push for a one-year extension until the Congress and the Administration can develop a long-term policy for a decade or more. The Obama – Democratic patch initiative would raise \$1.1 billion over five years, making it a candidate to be added as part of the budget reconciliation compromise on the horizon. Moderates in Congress, including the Democratic moderate coalition, would like a higher estate tax exemption and a lower rate of estate taxation.

Also in need of extension is the research and development tax credit, the leasehold depreciation incentives, deductibility of state taxes, and others important to the developing economic recovery. With support growing for more tax-based recovery initiatives, the odds are good these will be extended later this year.

Pension Funding Relief Efforts Target Congress And The Administration
SMACNA is working with Congress to intervene again with targeted changes to lessen the impact of the Pension Protection Act (PPA) requirements on plans and contributing employers until long-term innovative solutions are developed and considered. The Multiemployer Pension Plan Coalition (the Coalition), of which SMACNA is an active member, has developed a proposal which can be viewed on SMACNA's legislative Web page under Pension Funding Relief Initiatives.

Legislative language has been drafted in the U.S. House of Representatives which contains the majority of these proposals. The Coalition testified at the House Ways and Means Committee's hearing on pension funding relief in late September.

SMACNA participated in a meeting with over a dozen White House officials, including undersecretaries from three departments – Labor, Commerce and Treasury—as well as the Pension Benefit Guaranty Corporation's (PBGC) chief insurance program officer. The meeting was an opportunity to educate them on the Coalition's proposals and the need for relief. The meeting gave SMACNA an opportunity to make the case that employers are perilously close to reaching contribution levels that are unsustainable and emphasize that action is needed this year because without contribution employers, pension plans will go to PBGC.

Background: The Pension Protection Act of 2006 enacted, in part, to protect employers contributing to multiemployer-defined benefit pension plans from impossible lump-sum payments and bankrupting excise taxes associated with a pension plan funding deficiency, was also designed to require troubled plans to take action to achieve better funding levels. Because the equity markets have not returned to normal investment performance as was expected, defined benefit pension plans continue to have severe funding problems. Temporary relief granted by Congress in late 2008 is scheduled to expire and the likelihood of increasingly steep contribution requirements for employers continues to be worrisome. ▼

President's Column



John Ilten

OSHA Enforcement On The Rise

The recent slowdown in the economy should not be a time to ignore company safety and health efforts. In fact, during times of slow work, safety and health should be a priority as it can be a good time to

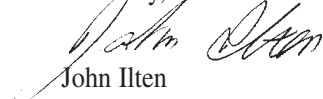
refocus your attention on safety training and "housekeeping" efforts.

In addition, the Occupational Safety and Health Administration (OSHA) is not letting its guard down, as increased enforcement appears to be on the regulatory horizon. An OSHA official recently stated that the immediate future of OSHA will include the hiring of more than 100 new inspectors to accomplish the mission of concentrating enforcement efforts on National Emphasis Programs and Local Emphasis Programs. The focus will be on high-priority issues including chemical overexposures (such as welding fumes, hexavalent chromium, and silica), machine guarding, and recordkeeping, as well as criminal violations to pursue the "bad actors" in the business community.

SMACNA offers numerous resources to help contractors address safety and health issues including a recent webinar entitled "Preparing for OSHA Inspections." According to a poll taken during the webinar, 84 percent of attendees responded that they had indeed been inspected by OSHA in the past.

SMACNA provides contractor members with OSHA compliance resources to comply with OSHA regulations. They include a Construction Site Checklist to help the foreman identify job site hazards, a Safety Poster series to remind workers about three significant safety issues, and a program for Policies, Procedures, and Model Written Programs. Contact SMACNA's Safety Department at (703) 995-4027 if you have questions on OSHA or SMACNA safety products.

Sincerely,


John Ilten
SMACNA President

It's Time To Get Ready – The Flu Season Is Here!

The cold and flu season is upon us. The common cold and seasonal influenza (flu) are not the only causes for concern this year. The H1N1 virus (also known as swine flu) is receiving national attention. SMACNA is encouraging contractors to take precautions now to prepare for this additional virus and its potentially serious complications.

One of the best ways to prepare for the flu and how it could affect your business and personal lives is to check with the Centers for Disease Control (CDC). According to the CDC, planning for influenza issues by business and industry is essential to minimize the flu's impact.

The CDC suggests that employers plan ahead and address these points:

- Encouraging employees with flu-like symptoms or illness to stay home
- Planning for operating with reduced staffing
- Having employees who are at higher risk of serious medical complications from infection work from home
- Considering canceling non-essential face-to-face meetings and travel.

Understanding what the H1N1 virus is, what needs to be done at all levels to prepare for the influenza, and what could happen if it reaches pandemic levels will help us all make informed decisions.

For information on influenza in the workplace, visit the CDC Web site at www.pandemicflu.gov/index.html. For workplace questions, visit www.pandemicflu.gov/faq/workplace_questions.

For the CDC publication "Guidance for Businesses and Employers to Plan and Respond to the 2009-2010 Influenza Season" visit www.flu.gov.

For OSHA publications on preparing for influenza, visit the OSHA Web site at www.osha.gov/dsg/topics/pandemicflu/index.html. ▼

Partners In Progress Update

Got Questions? Partners In Progress Has Answers

Ever wondered about the views of the Sheet Metal Workers' International Association (SMWIA) leadership on market growth, training and emerging technology? Do you wonder whether the SMWIA leadership has the same view as your local union on an issue important to your business' future?

The 2010 Partners in Progress Conference will offer you the chance to hear SMWIA General President Michael J. Sullivan and his key officers answer these questions and more in a town hall session held exclusively for contractors. With nationally recognized speaker Mark Breslin facilitating and no questions off limits, the conversation is sure to be hard-hitting and candid.

Put March 18-20, 2010 on your calendar and plan to attend the Partners in Progress Conference at Caesars Palace in Las Vegas. Our goal is to improve industry relations and create work opportunities that will benefit both labor and management. The conference theme is: Driving Change, Creating Opportunities.

Check back periodically with the Partners in Progress Web site at <http://pinp.org/conf10> for more information on conference speakers and sessions. Watch for additional information in the SMWIA Loop newsletter, in SMACNews, on the SMACNA Web site at www.smacna.org, on the SMWIA Web site at www.smwia.org, and in Partners in Progress magazine. Registration opens Oct. 15, 2009. ▼

“Retrofit Ramp-Up” – \$454 Million For Local Energy Efficiency Projects

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electricity customers could save \$100 million in utility bills annually, according to the DOE.

The agency anticipates that about \$454 million of funds from the \$3.2 billion appropriated by the stimulus bill for the DOE’s Energy Efficiency and Conservation Block Grant (EECBG) Program will be available through the “Retrofit Ramp-Up” program.

The agency plans to award up to \$390 million to states, U.S. territories, counties, cities and American Indian tribes for neighborhood-scale building energy retrofits. An additional \$64 million will be for cities, counties and state-recognized tribes that were not eligible to receive the formula grants announced earlier this year.

For more information on the EECBG program, visit www.eecbg.energy.gov. ▼

SmartMarket Report: Half The Industry Uses BIM

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adopt it within two years, all BIM users plan significant increases in their use, and the vast majority of users experience measurable business benefits directly attributable to BIM.

A free copy of the SmartMarket report is available to SMACNA members on the SMACNA BIM Web site at www.smacna.org/bim, that features additional BIM resources, white papers, helpful links, and how to get the most out of this valuable tool that is transforming the construction industry. ▼

Holiday Observed

The SMACNA National offices will be closed Wednesday, Nov. 11, in observance of Veterans Day. ▼

November Webinar

Mark Breslin Tells How To Increase Market Share And Profits

Accountability, performance and change are vital to our industry’s future. In the upcoming webinar, “Performance and Accountability to Increase Market Share and Profits,” on Nov. 18 at 11:00 a.m., EST, nationally known speaker Mark Breslin will tell contractors, unions and their workers how to use these ideas to their advantage to increase their profits, work opportunities, and market share.

Mark Breslin, in his usual candid and hard-hitting manner, will explain why every worker, contractor and union official must take responsibility for their performance in order to increase market share, profits, and work opportunities within the unionized sheet metal industry. He will

address how contractors, unions and their work force can eliminate productivity killers, embrace accountability and create professional leaders. You won’t want to miss this opportunity to expose your workers to Breslin’s message of performance and accountability.

Ensuring that everyone who needs to hear the message has a chance, the webinar is not only open to SMACNA contractors and chapter executives but will also be offered to JATC coordinators, JATC trustees, local union business managers and agents.

Breslin has made group training programs and keynote speeches on labor-management relations, improving organizational performance, leadership, and work ethics to more than 100,000 labor, management and rank-and-file union members in North America. He became CEO of the Engineering and Utility Contractors Association at age 26, one of the youngest in the U.S. to hold this level position. He has represented hundreds of firms, managing billions of dollars in contracts annually.

Please mark your calendar! Registration is an affordable \$95 per connection (one Internet computer registration fee allows unlimited participants at the same site). To register online visit the Education section of the SMACNA Web site at www.smacna.org.

For more information on SMACNA’s educational programs, or if you would like to suggest a topic for a future webinar, contact Bridgette Bienacker, SMACNA’s director of business management and membership, at bbienacker@smacna.org. ▼



Mark Breslin

New Business Negotiations Academy Focuses On Customers

Contractors will learn the latest ideas for building better working relationships, business negotiations, and problem-solving with customers, clients and contractors at SMACNA’s New Business Negotiations Academy on Nov. 9-10, 2009, in Tempe, Arizona.

The program will strengthen members’ ability to negotiate to their advantage by employing proven, non-confrontational methods. Unlike labor negotiations, this course will focus on business negotiations with customers, vendors, contractors, municipalities and non-labor related issues.

Participants will learn how to negotiate with clients and other contractors through strategic communication, interactive presentations, small group discussions, and role playing. A customized case study on Change Orders will improve their effectiveness in business negotiations.

There are only three seats left – so sign up today! The program brochure and registration form may be found on the SMACNA Web site at www.smacna.org in the members-only section under Education Programs. For more information on SMACNA’s educational programs, contact Bridgette Bienacker, SMACNA’s director of business management and membership, at bbienacker@smacna.org. ▼

2010 Associate Membership Drive

Reach Out To Contractors By Joining SMACNA

SMACNA's associate membership and renewal drive for 2010 has begun! What are the benefits of joining SMACNA? SMACNA associate membership gives industry suppliers unparalleled marketing opportunities to promote their products and services to the association's 1,900 contractor members when they join the 2010 Associate Member Program. Membership in SMACNA can advance your marketing initiatives exponentially.

Membership benefits include a variety of ways to market your products to thousands of SMACNA contractors. These benefits can include a free booth in the SMACNA Product Show with the opportunity to conduct educational technology sessions about your company's products at SMACNA's annual convention, advertisements and articles in SMACNA's monthly Products and Services electronic newsletter, hyperlinks on SMACNA's Web site that reach thousands of contractors, eligibility to purchase SMACNA manuals at member prices, and the ability to use the SMACNA logo on your marketing materials.

When planning your budgets for 2010, consider allocating funds to become a SMACNA Associate Member. The six levels of associate membership include: 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.

Companies 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 scheduled payment plan. Great pricing and benefits are available for those renewing or coming in at the silver, bronze, interim, and special levels.

Benefit packages assist associate members in promoting their company's brand name, products, and services to their customers – SMACNA contractors. The higher the level of your company's participation, the richer the benefit package. In fact, many benefits result from SMACNA serving as an extension of the associate member's marketing initiatives.

For more information visit the Associate Member and Patron section of the SMACNA Web site at www.smacna.org or contact Mike McCullion, project manager of market sectors, at (703) 995-4027 or mmccullion@smacna.org, or Tom Soles, executive director, market sectors, at (703) 803-2988. ▼

National Joint Adjustment Board Announces 2010 Meeting Dates

The National Joint Adjustment Board (NJAB) resolved seven Article X, Section 8 contract renewal cases at its September meeting in Chantilly, Va. The NJAB resolved 15 Article X, Section 8 cases in 2009.

2010 NJAB meetings include:

June 22-24, 2010 in Indianapolis, Ind. – The cutoff date for submissions is Tuesday, June 1, 2010. Submissions mailed between May 28–June 1 must be sent via overnight mail service to the street address listed below.

Sept. 27-28, 2010 in Minneapolis, Minn. – The cutoff date for submissions is Friday, Sept. 3, 2010. Submissions mailed between Sept. 1–Sept. 3 must be sent via overnight mail service to the street address.

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SMACNA's 2010 Education Programs Offer New Solutions To Tough Issues

SMACNA's 2010 education programs will offer the best business practices and newest solutions to some of the industry's most challenging issues. The education programs sold out early last year, so don't delay in sending in your registration for the 2010 programs. Space in both programs is limited, so plan now to take advantage of these excellent educational opportunities.

Graduate II Program: Financial Boot Camp

The Business Management Graduate II program — Financial Boot Camp will be held Jan. 25 to 27, 2010, in Tempe, Ariz. It has been developed for graduates of the Business Management University or for individuals with 10 years or more of construction management and/or education experience.

The program covers advanced topics in financial management, marketing, contracts and organizational structure. Participants will learn how to interpret financial statements for better company performance, calculate and interpret ratios and indicators including R-scores, understand business entity types, work with credit, develop cash-flow projections, understand equipment acquisition and leasing, and use financial information for strategic and business planning and risk assessment. The program is limited to 24 participants.

Business Management University

The Business Management University program will be held Feb. 22-25, 2010, in Tempe, Ariz. Contractors will learn the latest business practices from top industry and academic experts.

This is an excellent opportunity for SMACNA contractors to share information through networking with other contractors from across the country. Topics will include business survival, change orders, surety and bonding, financial management, business planning, productivity, effective negotiations, and leadership. The program is limited to 35 participants.

Program brochures and registration forms for all these educational programs may be found on the SMACNA Web site at www.smacna.org in the members-only section under Education Programs. For more information on SMACNA's educational programs, contact Bridgette Bienacker, SMACNA's director of business management and membership, at bbienacker@smacna.org. ▼

Convention Session

Turning LEED Certification Into Dollars

HVAC contractors will learn how to turn their LEED-AP exam success into dollars for their company on Monday, Oct. 12, at SMACNA's annual convention. This business session will cover the role of the HVAC contractor in various LEED (Leadership in Energy and Environmental Design) rating systems.

Learn how to acquire LEED projects through effective marketing. Project proposal strategies also will be reviewed. Attendees will gain a better understanding of integrated mechanical product selection and the correct documentation to promote a streamlined path to LEED certification. This program is geared to HVAC contractors who have passed the LEED Accredited Professional (LEED-AP) exam and are working toward acquiring LEED projects.

This session is led by David Hubka, LEED AP, a sustainable project manager at Total Mechanical Inc. where he guides LEED projects from conception to certification. He has designed the HVAC system of Wisconsin's second LEED Platinum-certified building and retro-commissioned a 1.7 million square-foot multi-use facility that achieved LEED Silver certification.

SMACNA's 66th Annual Convention will take place at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., from Oct. 11-15, 2009. For more information on the annual convention visit the SMACNA Web site at www.smacna.org, or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼

New! Solve The Product Show "Green" Riddle

Attendees will enjoy learning about exhibitors' "green" offerings while solving a "green" riddle during the Product Show at SMACNA's annual convention in Palm Desert, Calif. on Tuesday, Oct. 13. SMACNA and exhibitors will be promoting energy efficient or "green" products and services during the Product Show with a puzzle contest.

Exhibitors of green products and services will display a sign at their booth, urging attendees to ask about their environmentally friendly offerings. Product Show attendees will be given a game card with 10 blank squares that spell out a green slogan. Ten exhibitors will be given a letter that is part of the puzzle. When attendees ask about their product or service, the exhibitor will write the letter on the game card using a special colored pen. In order to solve the puzzle, attendees must visit all 10 exhibitor booths that have clues; there will be some exhibitors without clues.

After the puzzle is solved, attendees will turn in their cards at the convention registration desk for a "green hardhat" sticker for their badge. Properly completed cards will be entered into a special raffle with a single winner to be drawn during the College of Fellows raffle drawing on Wednesday morning. You do not need to be present to win.

The drawing winner will receive free registration to all SMACNA Webinars scheduled for 2010.

SMACNA's 66th Annual Convention will take place at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., from Oct. 11-15, 2009. For more information on the annual convention visit the SMACNA Web site at www.smacna.org, or contact Mary Lou Taylor, SMACNA's director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼

SMACNA Thanks Product Show Breakfast Sponsors

A special thank you to these companies for sponsoring the Product Show breakfast:

- Bay Area SMACNA Chapter
- Houston SMCA
- Montana SMACNA
- New Mexico SMCA
- Orange Empire SMACNA
- SMACNA Arizona
- SMACNA Chicago
- SMACNA-Los Angeles Chapter
- SMACNA-Mid-Atlantic
- SMACNA Southeastern New York
- SMACNA-St. Louis Chapter

SMACNA is still seeking Product Show Breakfast sponsors. Any assistance in sponsoring the breakfast, Oct. 13, during SMACNA's annual convention in Palm Desert, Calif., will be appreciated. Please make your check payable to SMACNA and send it to SMACNA national headquarters to the attention of Mike McCullion, project manager of market sectors. ▼

SMACNA Releases Six Model Specifications On HVAC-Related Work

SMACNA has issued six model specifications or guides on HVAC-related work to assist members and the specifying community in correctly specifying sheet metal components and their installation. The model specifications reference CSI's MasterFormat Division 23 – HVAC and include the following sections:

- Metal Ducts – Section 23 31 13
- Dampers – Section 23 33 13
- Duct Silencers – Section 23 33 19
- Turning Vanes – Section 23 33 23
- Duct-Mounting Access Doors – Section 23 33 33
- Flexible Connectors – Section 23 33 43

All sections reference relevant SMACNA standards. Members are encouraged to share these model guides with partners in the specifying communities for editing to fit the needs of specific projects.

These six model specifications can be found on the Business/Project Management section of the SMACNA Web site under "Contract Administration." ▼

Thank You To Our Golf Sponsors

SMACNA wishes to acknowledge and thank all of the 2009 College of Fellows golf tournament sponsors:

- ASM Mechanical Systems
- Bay Area SMACNA
- Cadvantage Drafting Service
- Charles E. Jarrell Contracting
- Columbia Chapter SMACNA
- DDS Industries
- Design Flow Associates
- The Dobbs Group
- Duro Dyne Corp.
- Georgia-SMACNA
- Harrington Bros. Corp.
- ITI/NEMI/SMOHIT
- Key Air Conditioning Contractors
- Lyon Sheet Metal Works
- McQuay International
- New Mexico SMCA
- Orange Empire SMACNA
- Schtiller & Plevy
- Sheet Metal Connectors
- Sheet Metal Workers' International Association
- SMACCA of Milwaukee
- SMACNA Boston
- SMACNA-Chicago
- SMACNA of Long Island
- SMACNA-Los Angeles
- SMACNA-St. Louis
- SMCA of Idaho
- SMCA of Northern New Jersey
- SMCA of Philadelphia & Vicinity
- Trane
- University Marelich Mechanical
- Vicon Machinery LLC/Plasma Automation
- Western Allied Mechanical

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SPECIAL



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October 2009

Chapter In The News

Obama Administration Official Discusses HVAC Retrofit With Columbia Chapter

The HVAC and Metals Institute in Portland, Ore. was the setting for a recent meeting between the Columbia Chapter SMACNA, Local 16, and a senior member of the Obama Administration. Gil Sperling, manager of the U.S. Department of Energy's Weatherization and Intergovernmental Programs, met with state and local government officials in Portland to discuss the use of federal stimulus funds. State Representative Jules Kopel-Bailey arranged for him to visit the training center to discuss energy retrofit initiatives and learn more about the sheet metal industry. ▼



Gil Sperling (left) manager, U.S. Department of Energy Weatherization and Intergovernmental Programs, and Tom Goodhue (right), executive director, Columbia Chapter SMACNA.

National Joint Adjustment Board Announces 2010 Meeting Dates

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NJAB Address:

- SMACNA Headquarters, P.O. Box 220956, Chantilly, VA 20153-0956

Street Address:

- SMACNA Headquarters, 4201 Lafayette Center Drive, Chantilly, VA 20151-1209

For more information, contact Jason Watson, SMACNA's director of labor relations, at (703) 803-2981 or jwatson@smacna.org. ▼

SMACNA Reminders

October 2009

- SMACNA's 66th Annual Convention
 Oct. 11-15, Palm Desert, Calif.

November 2009

- Business Negotiations Academy
 Nov. 9-10, Tempe, Ariz.

December 2009

- Council of Chapter Representatives
 Dec. 6-8, Scottsdale, Ariz.

January 2010

- Graduate II Financial Boot Camp
 Jan. 25-27, Tempe, Ariz.
- Chapter Executives' Institute
 Jan. 31-Feb. 2, Phoenix, Ariz.

February 2010

- 2010 Collective Bargaining Orientation
 Feb. 9, Dallas, Texas
- Business Management University
 Feb. 22-25, Tempe, Ariz.

Future Conventions

- Oct. 10-13, 2010 – Phoenix, Ariz.
- Oct. 2-6, 2011 – Colorado Springs, Colo.