

SMAC

News

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Capitol Hill Update

SMACNA Goes To The White House To Make Its Case

Recently, SMACNA and members of the Campaign for Quality Construction (CQC) were part of a small group invited to meet with Obama Administration health policy officials to discuss the major points in a CQC letter to Congress. The letter addressed “cost-shifting” by employers who do not provide health care to employers who do. SMACNA also opposed small employer exemptions in any health-care bill. The current proposed small business exemption in the Senate is 25 or fewer employees and that number may be adjusted upward. The anticipated House bill is likely to contain an exemption correlated to a payroll threshold (\$500,000 and below) which would exempt 85 percent to 90 percent of employers in the industry.

The White House meeting highlighted the fact that SMACNA members are predominantly small employers who have long provided health care, which places them at an

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SMACNA Partners With *buildingSMART*alliance To Open BIM Standards

SMACNA recently entered into a partnership with the National Institute of Building Sciences’ *buildingSMART*alliance to further explore contractors and software developers’ common interests in identifying and addressing interoperability issues in the MEP industry. Also joining this group along with SMACNA were the Mechanical Contractors Association of America (MCAA) and the National Electrical Contractors Association (NECA).

These efforts are intended to provide practitioners in the MEP industries with best practices in accordance with existing and future versions of the United States National BIM

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OSHA Is Stepping Up Inspections And Enforcement

A recent Small Business Roundtable presented by the Small Business Administration addressed future enforcement plans for the Occupational Safety and Health Administration (OSHA). Richard Fairfax, director of the Directorate of Enforcement for federal OSHA, discussed key enforcement issues in the coming months and years, with many targeting the sheet metal and HVAC industry.

Although significant enforcement attention will be placed on “stimulus-funded projects,” the training for over 100 new inspectors will include industrial hygiene (chemical

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New Seismic Restraint Manual- OSHDP Edition Available

A special edition of the SMACNA “Seismic Restraint Manual: Guidelines for Mechanical Systems-OSHDP,” first edition, 2009, has been developed to meet the specific requirements of the California Office of Statewide Health Planning and Development (OSHDP) for hospital and health-care facilities construction.

The seismic hazard tables with this special edition are limited to the SHL A ($g = 0.67$) and SHL AA ($g = 1.0$) applicable to the hospital and health-care facilities outlined in the use of the manual.

The 146-page manual is not intended to cover the ordinary supports for ducts and pipes required for gravity loads. The only restraints shown in the tables and figures are those needed to provide the extra support for seismic loads. The manual is available in electronic format on CD or by PDF download.

SMACNA members may purchase the SMACNA Seismic Restraint Manual-

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

Capitol Hill Update

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increasing disadvantage when competing against employers that do not provide health-care benefits. Armed with statistics that clearly show most small business exemptions under consideration by Congress would exempt virtually all of the non-union construction employers who compete against CQC firms, the group asked for Administration support in making the case to Congress that the exemptions are counterproductive to the goal of expanding coverage.

In addition to the competitive disadvantage the exemption would create, it was noted that few construction employers meet CQC firms' high standards for workplace safety, so that the same firms not providing coverage are also more likely to have employees who need emergency health care for workplace accidents. Many of the same firms misclassify employees as independent contractors and therefore do not pay workers' compensation fund insurance, creating an even bigger competitive advantage for them.

SMACNA has already weighed in against taxing employer-provided benefits to pay for reform and it is opposing a possible effort by Sen. Kerry (D-Mass.) to tax health insurers who offer plans valued above \$21,000. Sen. Kerry's proposal would cover all self-insured plans, including multiemployer health and welfare plans. Ultimately, that tax would flow-down to workers and contributing employers.

SMACNA's Capitol Hill office will continue to be active on the health-care issue on behalf of SMACNA contractors, but it is also important for SMACNA members to contact their Representatives and Senators on these issues individually. Visit the House and Senate Web sites to reach your House Members and Senators at www.house.gov and www.senate.gov.

"Expanding Industrial Energy Efficiency Incentives Act" Introduced In Senate (S. 1639)

CFC Chiller Replacement Tax Credit Included in Proposal

This bill would create a new tax credit for installation of a new efficient chiller that meets ASHRAE efficiency standards 90.1-2007 in commercial buildings. The legislation would require energy audits prior to installation of the new efficient chiller. It is a market incentive in that the credit would go to the seller of the new efficient unit but documentation would be required showing that the purchaser received a discount in the amount of the credit. The credit would expire Dec. 31, 2012. ▼

SMACNA Members' Commitment To BIM Growing

Many of SMACNA's most successful contractors report they've been using Building Information Modeling (BIM) for more than five years, according to a new McGraw-Hill Construction BIM software usage report. Additional SMACNA members indicate they've been using BIM for two years or more and are seeking assistance in incorporating this dynamic new tool into the construction process.

Software interoperability, basic BIM education, project management, plus legal and contractual areas are where SMACNA members are reporting they welcome assistance. SMACNA's new BIM Web site, www.smacna.org/bim, for members only, offers resources on all of these topics and more.

Earlier this year McGraw-Hill Construction, in collaboration with SMACNA and 16 other industry associations, conducted a Building Information Modeling (BIM) study, a follow-up to the McGraw-Hill BIM SmartMarket Report issued almost two years ago.

As part of SMACNA's sponsorship and collaboration, McGraw-Hill Construction issued a separate software usage report on the data results collected specifically from SMACNA members. A total of 151 SMACNA members reported details of their BIM usage and the value (ROI) of using BIM. That report, "Understanding Perceptions and Usage Patterns of BIM Software Among SMACNA Members," is located on the SMACNA members only BIM Web site at www.smacna.org/bim.

The industry-wide version of McGraw-Hill's results will be made public on Sept. 22. SMACNA members may access that report online at no cost.

Stephen Jones, senior director, McGraw-Hill Construction, will present the findings of this new SmartMarket Report on BIM at SMACNA's Annual Convention at the HVAC Contractors Forum on Monday Oct. 12, 7:30 a.m.-9:30 a.m. Additionally, Bradley Johnson of Navigant Consulting will present two convention sessions on BIM and integrated project delivery at the convention on Monday afternoon and Tuesday morning.

For questions on the survey report on BIM issues contact Tom Soles, SMACNA executive director, at (703) 803-2988. ▼

SMACNA Partners With buildingSMART Alliance To Open BIM Standards

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Standard (NBIMS). It is anticipated that the products of these efforts will provide guidance to software vendors who desire to implement open standards for BIM and to further the sharing of basic information so it can be used for multiple activities in a facility's life cycle.

According to a report by the New Horizons Foundation (NHF), incompatible software problems costs billions of dollars in inefficiency and causes millions of additional worker hours annually. The report "Impact of Incompatible Software on HVAC and Sheet Metal Contractors" is available free to SMACNA members by entering their user name and password in the "Store" section of the New Horizons Foundation Web site at www.newhorizonsfoundation.org. Questions about the partnership should be directed to Tom Soles, SMACNA executive director, market sectors, at (703) 803-2988. ▼

President's Column



John Ilten

Glad To Have A Competitive Labor Partner On Our Side

The following are President Ilten's remarks to the Sheet Metal Workers' International Association general convention in August.

From a contractor's perspective, it's been a tough year so far. Bidding jobs has been a challenge. Before the economic downturn, there might have been five or six contractors on the bid list. Now there's 30 or more. Bidding has been tight and close—and we've lost jobs for as little as a couple hundred bucks.

Call it crazy or call it desperate, but no matter what you call it, we contractors must apply our leanest, best practices and we must have a competitive labor partner on our side.

I was pleased to be a part of the Code of Excellence DVD just recently completed. John Lindemulder, SMACNA's incoming president, and I were honored to have cameo roles. I hope the DVD does the job, helping us build pride and peer pressure to deliver excellence—every day, on every job.

The most important news I have for you today is about SMACNA's new strategic plan that our board of directors approved in July.

The goal of SMACNA's new strategic plan is to establish SMACNA and its members as leaders in sustainable building technology. This will require the help of each sheet metal worker, business agent, JATC coordinator and SMWIA leadership.

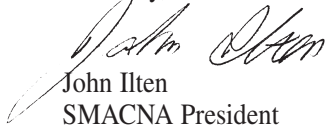
Achieving leadership in sustainable building technology will result in new business opportunities for SMACNA members and our sheet metal partners.

We'll also be counting on the skill and expertise of our sheet metal workers to deliver the professional excellence required as we sit at the table with the owners throughout the construction process. A sobering note however, our non-union competition is aware of these opportunities and they are gearing up to lead the way. It's our job to get there first.

So now it's time for a reality check. We contractors have to be better and sharper—and labor has to recognize the product they are selling may not be perceived as valuable and as exclusive as it once was.

SMACNA is actively positioning itself to capture this new emerging market. You'll be glad to know that during our strategic planning process, SMACNA reaffirmed its commitment to be an organization exclusively for union contractors. We're proud to have you on our side.

Sincerely,


John Ilten
SMACNA President

Sullivan, Nigro Elected At SMWIA General Convention

Michael J. Sullivan was elected general president and Joseph J. Nigro was elected general secretary-treasurer at the Sheet Metal Workers' International Association's (SMWIA) 42nd General Convention on Aug. 10-14, 2009 in Las Vegas. Mr. Sullivan and Mr. Nigro plus all members of the SMWIA's General Executive Council (GEC) received the unanimous vote of the delegates present.

The following officers comprise the SMWIA's General Executive Council:

- General President – Michael J. Sullivan
- General Secretary-Treasurer – Joseph J. Nigro
- First General Vice President – Richard R. Lloyd, LU 214, Baton Rouge, La.
- Second General Vice President – Jay K. Potesta, LU 20, Indianapolis, Ind.
- Third General Vice President – Bruce W. Word, LU 104, San Francisco, Calif.
- Fourth General Vice President – Roy A. Ringwood, LU 105, Los Angeles, Calif.
- Fifth General Vice President – Timothy J. Hintze, LU 565, Madison, Wis. (production local union)
- Sixth General Vice President – Paul W. Collins Jr., LU 137, Long Island, N.Y. (sign local union)
- Seventh General Vice President – Reggie Hohenberger, LU 33, Cleveland, Ohio
- Eighth General Vice President – Dwayne T. Stephens, LU 9, Denver, Colo.
- Ninth General Vice President – Andrew J. Maute, LU 399, Charleston, S.C.
- Tenth General Vice President – Alan J. McQuillan, LU 473, London, Ontario, Canada
- Eleventh General Vice President – Joseph Sellers Jr., LU 19, Philadelphia, Pa.

New Seismic Restraint Manual-OSHPD Edition Available

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OSHPD, first edition, 2009, at the member price of \$45 for the CD and \$40 for the PDF download. The IFUS price is \$145 for the CD and \$125 for the PDF download.

Architects and engineers may purchase the manual at the discounted price of \$158 for the CD and \$150 for the PDF download. The list price is \$250 for the CD and \$225 for the PDF download.

To order the PDF or CD, contact the SMACNA Publications Department at (703) 803-2989 or visit the SMACNA bookstore at www.smacna.org/bookstore. ▼

SMACNA Safety Report Shows Lowest Injury Rates In Seven Years

In addition to recognizing SMACNA contractors with outstanding safety performance, the SMACNA Safety Excellence Award Program (SSEAP) compiles statistics from the survey into an annual report that looks at trends in numerous categories to give a snapshot of safety and health in the industry.

Last month, SMACNews provided a list of SSEAP winners along with statistics on the results. This article provides further information on the SSEAP and additional statistics that the 2009 survey program provided.

More SMACNA contractors submitted safety surveys for 2009 (304) than in the past seven years and the results continue to be positive. For example, at 4.29, the reported average injury incidence rate was the lowest in seven years, and nearly half of all participants reported no lost workdays. Approximately 75 percent of companies reported an experience modification rate (EMR) of less than 0.89. An EMR of 1.0 is "average" for the industry and an EMR below 1.0 indicates good results. So, on another positive note, the average EMR for all respondents remained steady, at 0.84. These figures are important, since there is a growing trend in the construction industry to closely evaluate a company safety program as a "qualifier" to certain clients, contracts and projects.

Following positive trends that have been increasing over the past five years, 55 percent of responding companies reported using SMOHIT safety training products and nearly 87 percent of companies reported having a formal drug and alcohol program. SMACNA contractors are encouraged to address the most common reported injuries which continue to be cuts, eye injuries, and sprain and strains. Characteristics of a "successful" safety and health program included implementing a formal drug and alcohol program, increased safety inspections, a designated safety coordinator / manager, and providing new employee orientation training.

The statistical information from these survey results are published as the "SMACNA Safety Statistics Profile." SMACNA members can view this report by visiting the members-only Safety section of the SMACNA Web site at www.smacna.org/safety.

For questions about the SMACNA Safety Excellence Award Program, please contact Mike McCullion, director of safety and health, at (703) 995-4027 or mmccullion@smacna.org. ▼

2010 Partners In Progress Conference

Preparing A Trained Workforce For The Future – Are You Ready?

To keep up with the demand created by the retiring baby-boomer generation, JATCs must double their apprentice enrollment, says Mike Sullivan, general president of the Sheet Metal Workers' International Association (SMWIA).

How can you best prepare these new and inexperienced workers to step into your company's open positions as foremen, estimators and project managers? This workforce challenge will be the focus of three sessions at the 2010 Partners in Progress Conference led by the industry's most noted trainers and contractors. These sessions will focus on our industry's specific training needs in preparing workers to fill these roles and in addressing the challenges we face, the resources available, and the changes needed going forward to meet that challenge.

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.

More information about session speakers and topics will be forthcoming on the Partners in Progress Web site at www.pip.org, 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. ▼

Build Better Working Relationships At Business Negotiations Academy

Get ready to learn the newest 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.

Customized specifically for SMACNA contractors, this 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 and controlled communication. Participants will learn negotiation skills, strategies and techniques through interactive presentations, small group discussions, and role playing. A customized case study on Change Orders will improve their effectiveness in business negotiations.

This program is recommended for owners, department and division managers, sales representatives, marketing representatives, estimators, purchasing agents, project managers, and individuals who have contact with owners and general contractors.

Register early – the program is limited to 20 participants. For more information or to register, visit the Education section of the SMACNA Web site at www.smacna.org. ▼

2010 Associate Membership Drive Underway The Sure-Fire Way To Reach Your Targeted Audience – SMACNA Contractors

SMACNA welcomes new 2009 associate members Engel Industries (silver), of Cedar Rapids, Iowa, and The RPA Group (bronze), of Denver, Colo. This year, SMACNA has added exclusive benefits for platinum-level participants and expanded the convention educational program benefit for associate members.

The membership and renewal drive is underway for 2010. Savvy industry suppliers know they enjoy excellent marketing opportunities to promote their products and services to SMACNA's 1,900 contractor members when they join SMACNA's 2010 Associate Member Program.

When planning your budgets for 2010, please 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.

Just some of the membership benefits include a variety of ways to market your products to thousands of SMACNA contractors. These benefits include a free booth in the SMACNA Product Show and the chance to conduct educational technology sessions about your company's products at SMACNA's 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.

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 liberal payment schedule. 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 Bob Roach, executive director of operations, at (703) 803-2980 or broach@smacna.org. ▼

Latest Contracts Bulletin Compares Subcontractor Default Insurance To Surety Bonds

Managing risks in construction can be challenging. The new SMACNA Contracts Bulletin No. 106 "Understanding Key Differences Between Subcontractor Default Insurance (SDI) and Surety Bonds" provides information on SDI and how it compares to surety bonds.

Subcontractor default insurance (SDI), first introduced in 1996, is insurance marketed as a way for prime contractors to minimize the risk of subcontractor failure. However, some subcontractor benefits provided by contract bonds, for example, are absent under current SDI policies.

SMACNA members can access the new Contracts Bulletin from the Contracts Administration link on the Business/Project Management page of the SMACNA Web site www.smacna.org.

SMACNA Contracts Bulletins provide a wealth of information on contracts and related issues. For more information, contact Mike McCullion, project manager for Market Sectors, at (703) 995-4027 or mmccullion@smacna.org. ▼

OSHA Is Stepping Up Inspections And Enforcement

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exposures) and criminal proceedings so OSHA can pursue more cases involving occupational illnesses and criminal violations. OSHA will concentrate its efforts on National Emphasis Programs (NEPs) and Local Emphasis Programs (LEPs) to focus its resources on high-priority issues and "targeted inspections."

Most of the NEPs affect the sheet metal industry either directly (lead, amputations, hexavalent chromium) or indirectly (working in refineries or facilities that deal with combustible dust). SMACNA members are encouraged to address these issues in their safety and health programs.

The NEPs address current and new programs such as: silica, trenching, combustible dust, petroleum refineries, hexavalent chromium (metal fabrication shops will likely be included in these inspections) and recordkeeping (this program will evaluate the extent of both under-reporting and over-reporting of work-related injuries and illnesses).

OSHA will continue to monitor and enforce ergonomic issues through citations under the General Duty Clause, Mr. Fairfax added. Although formal standards for silica and combustible dust are in the early stages of development, two standards that may be finalized in the near future include standards for Cranes and Derricks in Construction (due in late 2009) and Confined Spaces in Construction (due in 2010).

For SMACNA's Safety Bulletin on OSHA enforcement plans, visit the members only section of the SMACNA Web site at www.smacna.org. For a copy of Mr. Fairfax's presentation, visit the Safety page of the SMACNA Web site at www.smacna.org/safety. Listen to SMACNA's Safety Webinar on OSHA Inspections on the Educational Programs section of the SMACNA Web site at www.smacna.org/members/courses. If you have questions about this information, please contact Mike McCullion, director of safety and health at (703) 995-4027 or at mmccullion@smacna.org. ▼

CLRC: Preference

For One-Year Settlements

According to the Construction Labor Research Council (CLRC), wage and fringe settlements reported so far this year have resulted in an average first-year increase of 3.1 percent (\$1.49) down from 4.9 percent (\$2.30) for the same period in 2008.

The average second-year increase is 3.8 percent, compared to 5.0 percent a year ago, and the average third-year increase is 3.7 percent, which is .9 percent lower than last year.

East North Central region settlements are close to the national average, although all but four agreements with increases of 4.0 percent or higher are in this region. Three-year collective bargaining agreements continue to be the norm, CLRC says, but to a lesser extent than in past years. This year, one-year agreements have become more prevalent.

To date, the average first-year sheet metal increase has been 2.5 percent (\$1.19). The average second-year sheet metal increase has been 2.8 percent (\$1.43) and the average third-year sheet metal increase has been 3.7 percent (\$1.93).

For a copy of the report, contact Jason Watson, director of labor relations, at (703) 803-2981 or jwatson@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
- New Mexico SMCA
- 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 J. Robert Roach, director of operations. ▼

Convention Session

How To Prosper In Today's Construction Market

Worried about the economic downturn and how your business will survive?

The best enterprises prepare to be profitable in both growing and declining markets. Contractors will learn how in the session "How to Survive a Recession in the Construction Industry – Prospering in a Cyclical Market," at SMACNA's annual convention in October.

Dr. Thomas Schleifer, author of the "Construction Contractor's Survival Guide," will define economic and industry developments that are causing great concern among forecasters, contractors and buyers of construction services. He will provide clear and tested methods to prepare for and prosper during market changes.

Dr. Schleifer contends that a cyclical market is the norm. He has decades of experience and data to validate his contention that world-class enterprises are structured and organized to remain profitable during both growing and declining markets.

Dr. Schleifer, a construction business management and turnaround expert, has created a new learning opportunity for contractors and senior construction executives to address concerns about current economic conditions on the industry.

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. ▼

Associate Members Host New Technology Sessions

Accomplished contractors will take home the newest ideas in HVAC system technology, air handling, and Building Information Modeling (BIM) by attending the eight new technology sessions at SMACNA's Palm Desert convention this year.

These new sessions are presented by SMACNA associate members and will take place Wednesday, Oct. 14 at 2 p.m. and 3 p.m. These associate members will make the following presentations:

- McQuay International – "Meeting Your Customer's Needs for High Performance HVAC Systems"
- Armacell LLC – "New Duct Liner Technology Adds Value and Profits"
- Trane – "Next Generation Air Handling"
- K-Flex USA – "Recent Trends in Insulation of Sheet Metal Ductwork"
- Technical Sales International – "BIM and its Impact on the Sheet Metal Contractor"
- Quote Software Inc. – "Advanced BIM for HVAC"
- EastCoast CAD/CAM – "What BIM Means to the Sheet Metal Contractor"
- Maxwell Systems Inc. – "Digital Takeoff and Estimating"

It's not too late to register! SMACNA's 66th Annual Convention takes place at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., from Oct. 11-15, 2009. For more information, 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. ▼

2009 SMACNA

Product Show Exhibitors

- Armacell
- Cadvantage Drafting Service Inc.
- C.L. Ward & Family
- ConsensusDOCS
- Ductmate Industries
- Duro Dyne
- EastCoast CAD/CAM
- Engel Industries
- FastEST Inc.
- Hardcast Product Group – Carlisle
- International Training Institute
- Iowa Precision
- K-Flex USA
- The Lockformer Co.
- Maxwell Systems
- McQuay International
- National Energy Management Institute
- QuickPen, A Trimble Company
- Quote Software
- Ruskin Air & Sound Control
- Sheet Metal Connectors
- Sheet Metal Occupational Health Institute Trust
- ShopData Systems
- Technical Sales International
- Trane
- Vicon Machinery LLC / Plasma Automation Inc. / Intelicad Drafting Software
- Ward Industries

The SMACNA Product Show will be held from 7 a.m. to noon, Tuesday, Oct. 13 at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., during SMACNA's 66th Annual Convention, Oct. 11-15. To exhibit, contact Dobson & Associates Ltd., 1146 19th Street, NW, Suite 250, Washington, D.C. 20036, phone: (202) 463-7905 and fax: (202) 467-6944. ▼

SMACNA 2009 Associate/Patron Members

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September 2009

Chapter In The News

SMACNA's 100th Chapter Receives Charter



Michael C. Corrigan (right), of SMACNA's board of directors, presented the charter for the Sheet Metal Contractors of Central Ohio to Ron Belford (left), chapter president, at a membership meeting. SMACNA's newest chapter, the Central Ohio group has 17 founding members and covers central Ohio and

West Virginia. The addition of Central Ohio increases SMACNA National's local chapter membership to 100 chapters. SMACNA represents 95 chapters in the United States, two in Canada, two in Australia, and one in Brazil. ▼

Latest Residential Report Newsletter Hits Newsstands

The latest issue of SMACNA's Residential Report electronic newsletter features how the Home Energy Raters (HERS) program could be a significant business opportunity and an Energy Star Update on tax credits that are available for energy efficient home improvements. For more, visit the Newsletters section of the SMACNA Web site at www.smacna.org/newsletters. ▼

SMACNA Reminders

September 2009

- NJAB Meeting – Sept. 9-10, Chantilly, Va.
- Project Managers Institute Sept. 28-30, Dallas, Texas

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.