

# SMACNA

## News

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SMACNA 1943-2005

### SMACNA Board Report:

## **UL Partnership Test Program, New Chapter Education Programs, Labor Productivity Among Agenda Items**

At its July meeting, SMACNA's Board of Directors reaffirmed that the Testing and Research Institute continue development of a joint SMACNA/Underwriters Laboratories (UL) test program. The proposed program would involve voluntary certification for shop fabrication and field installation of duct systems based on SMACNA's technical standards. Upon receipt of the test program's results, the board will reevaluate the program and determine whether to proceed. SMACNA's Council of Chapter Representatives had recommended that the Board of Directors revisit the UL Contractor Certification Program.

The board spent considerable time in strategic study and debate on the New Horizons Foundation study "The Future for Union Sheet Metal Construction." They analyzed each myth for its applicability and impact on the local and regional marketplaces. SMACNA chapters and coalitions are also encouraged to conduct similar discussions using the findings as a guide.

The board endorsed the Mechanical Contractors Association of America's "Factors Affecting Labor Productivity" document. First published in 1971, this report assists contractors pursuing construction scheduling and productivity claims. This tool has been well-received by the major Boards of Contract Appeals and other courts as a useful means of estimating contractors' loss of labor productivity.

*Continued on page 3*



## **SMACNA Contractors Dominate List Of Giants**

A recent issue of Penton Media's Contractor Magazine profiled the top 100 contractors in the HVAC industry. SMACNA Contractors comprised 31 percent of the top 100—a pretty good showing. The results are even better when considering the top ten contractors by type of work. In both the HVAC contractor and the sheet metal contractor categories, SMACNA Contractors represented 60 percent of these top echelon rankings.

### Giants Breakdown

#### **Top Ten HVAC Contractors**

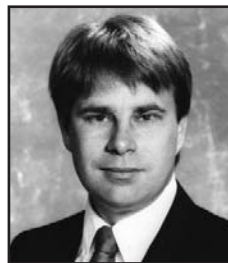
- EMCOR Group Inc., Norwalk, Conn.\*
- Lennox Retail/Service Experts, Richardson, Texas

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## **New SMACNA Officers Elected**

At the recent SMACNA Board of Directors meeting, the following officers were elected to terms commencing Oct. 19, 2005: President Keith E. Wilson, Miller Bonded Inc., Albuquerque, N.M.; President-Elect Richard J. Cramer, Sr., Dee Cramer Inc., Holly, Mich.; Secretary/Treasurer Ronald J. Palmerick, AABCO Sheet Metal Co., Brooklyn, N.Y. and Immediate Past President Kevin A. Harpring, Harpring Inc., Louisville, Ky.

New to the executive committee is John Ilten, Ilten's Inc., Cedar Rapids, Iowa, who was elected vice president. A member of the International Training Institute's (ITI) Board of Trustees, Mr. Ilten is also a member of the SMACNA/SMWIA Best Practices Task Force and a SFUA Article X Management Panelist.



**John Ilten**

*Continued on page 2*

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

## Capitol Hill Update

### Senate Committee Passes Major Clean Water Bill with Davis-Bacon Coverage

Just before the long Congressional August recess, the Senate Environment and Public Works Committee approved legislation (S. 1400) that would create a five-year, approximately \$39 billion program to help municipalities upgrade their aging water infrastructure. Importantly, the action came after passing two key amendments by Sen. Joseph Lieberman (D-Conn.) to require prevailing wage coverage for any Safe Drinking Water Act project receiving federal funds. This major victory for prevailing wages on federally assisted water construction projects did draw opposition from Chairman James Inhofe (R-Okla.) and Sen. Jim DeMint (R-S.C.) to no avail, as the amendments were approved and the major clean water bill moved to the floor on a voice vote where it will be debated later in the session. SMACNA and the prevailing wage coalition had long argued for prevailing wage coverage on the Safe Drinking Water Act amendments. ▼

## SMACNA Chapters Receive Multi-Service Renewals

The Sheet Metal Contractors Association of Northern New Jersey and the SMACNA – Sacramento Valley Chapter recently received their 2005 Multi-Service Chapter Award renewals.

SMACNA's Multi-Service Chapter Program recognizes chapters that have achieved a level of service, operation and administration based on the SMACNA "Chapter Management Guidelines." This program is designed to encourage chapters to adopt sound operations and administrative practices and to expand member services.



Members of the Sheet Metal Contractors Association of Northern New Jersey, from left to right: James Salvatoriello, Cambridge Sheet Metal Inc.; Tony Costa, Par Sheet Metal Inc.; Chapter President Edward Rebenack, Independent Sheet Metal Co.; Chapter Vice President John F. Creegan, Totowa Metal Fabricators Inc. and Peter L. Garrett, Technical Airflow Inc.

SMACNA Sacramento Valley Chapter President Rod Lawson (right) was presented the 2005 Multi-Service Chapter Award renewal by Richard Rivera at a recent golf tournament.



## SMACNA Contractors

### Dominate List Of Giants

*Continued from page 1*

- Comfort Systems USA Inc., Houston, Texas\*
- American Residential Services/AMS/Rescue Rooter, Downers Grove, Ill.
- Cal-Air Inc., Whittier, Calif.\*
- Limbach Facility Services, Pittsburgh, Pa.\*
- Chas Roberts Air Conditioning Inc., Phoenix, Ariz.
- ACCO Engineered Systems Inc., Glendale, Calif.\*
- Beutler Corp., McClellan Park, Calif.\*
- TDIndustries, Dallas, Texas

### Top Ten Sheet Metal Contractors

- EMCOR Group Inc., Norwalk, Conn.\*
- Southland Industries, Irvine, Calif. \*
- PPL Energy Services Holdings LLC, Allentown, Pa.
- ACCO Engineered Systems Inc., Glendale, Calif.\*
- Limbach Facility Services, Pittsburgh, Pa.\*
- Kirk & Blum, Cincinnati, Ohio\*
- FirstEnergy Facilities Services Group, Akron, Ohio
- Hill Mechanical Group, Chicago, Ill.\*
- KeySpan Energy Services, Brooklyn, N.Y.

\*denotes SMACNA Contractor

## New SMACNA Officers Elected

*Continued from page 1*

A former SMACNA board member from 1999 to 2003, Mr. Ilten's past service to SMACNA includes working as a member of the Legislative Committee and the SMAC PAC Committee. In 1997, Mr. Ilten was recognized by SMACNA as the Legislative Contractor of the Year.

An SMCI board member for 15 years and SMCI president from 1994 to 1997, Mr. Ilten has served as a chairman of the Cedar Rapids/Iowa City Chapter and as a member of the National Association of Home Builders and the Master Builders of Iowa. ▼

## Holiday Observed

The SMACNA National offices will be closed on Monday, Sept. 5 in observance of Labor Day. ▼

## President's Column



Kevin A. Harpring

### Safety Programs Are No Guarantee Of Success

Unfortunately, if you're planning on staying in business for the next 20-plus years, simply having a safety program won't help you much. Read that again please! That's right, safety programs won't help you much, if you're planning on staying in business for the next 20-plus years. Take, however, a safety culture, embed it in every aspect of your operations, and well,

now you're talking long-term business success and prosperity.

Times certainly have changed. Management commitment to safety is considered old-school thinking. The new successful management thought process requires management to move beyond commitment—to engagement, making safety intrinsically involved in every aspect of the sheet metal business.

Old-school thinking calls safety its "number one priority." New school thinking requires that safety be an integral part of day-to-day business. Old-school workers remind fellow employees to work safely, but may be accused of "getting into their business." Apply new thinking to the same situation and that safety reminder is appreciated and considered normal due to the value system in place.

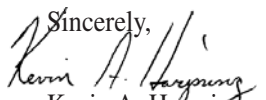
These days it is not enough to simply encourage safe behavior through slogans and posters. New thinking goes a giant step farther by rewarding safe behavior as part of the performance process.

Interested in turning your safety program into a successful safety culture? In 2006, SMACNA will introduce a Chapter Education Program that can guide you toward a High-Performing Safety Culture.

For a sneak preview of this dynamic concept, attend SMACNA's annual convention in Palm Desert, Calif., on Monday, Oct. 17 and discover the factors that distinguish high-performing contractors from their peers in the area of safety.

Dennis Sowards, president of Quality Support Services and Michael McCullion, SMACNA director of safety, will examine the practices of contractors who achieve safety excellence during, "Safety Cultures of High-Performing Contractors."

See you there.

Sincerely,  
  
Kevin A. Harpring  
SMACNA President

## Contractors In The News

### J.F. Ahern Co. Celebrates 125 Years In Business

J.F. Ahern Co., a mechanical and fire protection contractor from Fond Du Lac, Wis. recently celebrated 125 years of business.

The company was founded in 1880 and employs approximately 1,000 people.

### Two Contractors Attain Safety Milestones

On June 27, 2005, Tweet/Garrot Mechanical, of Green Bay, Wis., attained their greatest safety milestone, working two million safe hours without a lost-time accident.

As of June 5, 2005, Griffin & Company Inc., of Louisville, Ky., worked 1,000 days, or 213,469 hours, without a lost-time accident. ▼

## UL Partnership Test Program, New Chapter Education Programs, Labor Productivity Among Agenda Items

*Continued from page 1*

In addition, SMACNA's Board of Directors approved increased mid-year funding for SMACNA's popular Chapter Education Programs. New programs that local chapters may offer their members for the remainder of this year include "Lean Construction Practices for the SMACNA Contractor," "Safety Cultures of High-Performing Contractors," and the New Horizon Foundation's "Schedule Compression Effects on the Labor Productivity" and "Quantifying the Cumulative Impact of Change Orders on Sheet Metal Contractors."

An Indoor Air Quality (IAQ) Task Force will begin revising, updating and upgrading the current "IAQ Guidelines for Occupied Buildings Under Construction." The publication will include new industry standards and become the site management "standard" for emerging programs such as LEED (Leadership in Energy and Environment Design). ▼

## New Lower Workers' Comp Rates For Iowa Contractors

Sheet Metal Contractors of Iowa's (SMCI) concerns regarding the workers' compensation rate for the newly created class code, 5537 Heating Ventilation Air Conditioning Refrigeration, caused the National Council on Compensation Insurance (NCCI) to reevaluate their filing.

NCCI has advised SMCI that the original rate of \$9.66 will be refilled retroactive to Jan. 1, 2005 at a revised rate of \$6.88. This is a great victory for SMCI members who were facing significantly higher worker compensation insurance costs as a result.

For more information contact, Dennis Hogan, chapter manager, Sheet Metal Contractors of Iowa, at (515) 223-6568. ▼

## Meets With



Members of Orange Empire SMACNA met with Congresswoman Loretta Sanchez (D-47-Calif.) on Capitol Hill during the 2005 Legislative Conference in Washington, D.C. From left to right: Steven Penn of Southwest Air Balance, Anaheim Hills, Calif.; Hector Vargas of ACH Mechanical, Redlands, Calif.; Jim and Rita Odlum of Atlas Sheet Metal, Costa Mesa, Calif.; Rep. Sanchez; Gary and Patti Moore of Air-Ex Air Conditioning, Pomona, Calif. and Mike and Mercy Tardif of Tardif Sheet Metal, Santa Ana, Calif.



Iowa State Sen. Jeff Lamberti (center) receives a check from SMAC PAC to assist in his campaign for a seat in the U.S. House of Representatives. Bill Johnson, (left) of Berglund Sheet Metal Contractors, Urbandale, Iowa, and Dennis Hogan SMCI chapter manager made the presentation.



Congresswoman Heather A. Wilson (R-1- NM) recently toured the new training campus of the Local #49 JATC. From left to right: J.B. "Huck" Rawls, National Heating and Ventilation Inc., Keith Wilson, Miller Bonded Inc., Rep. Wilson, Tim Diesel, Design Build HVAC and Donna Donoghue, Yearout Mechanical and Engineering Inc.

## Chapter News

### Architects And Engineers Earn Education Units At Sheet Metal Industry Night

Earlier this year, SMACNA of Western Pennsylvania and the Sheet Metal Workers' International Association (SMWIA) Local 12 partnered for the first time to host an event night for architects and engineers. More than 60 Pittsburgh area architects and engineers attended and enjoyed displays from several contractors, including exhibits from the Joint Apprenticeship Training Center, The Testing, Adjusting and Balancing Bureau (TABB) and the Sheet Metal Occupational Health Institute Trust (SMOHIT).

In addition, participants also had the opportunity to attend educational seminars and obtain professional development credits or continuing education units.

A representative from RHEINZINK presented "Zinc: Applications in Architecture." SMACNA staff covered the proposed changes to the 2005 "HVAC Duct Construction Standards – Metal and Flexible" (third edition). ▼

### Discount Prices For Technical Publications

Customers of SMACNA's technical manuals and standards can now save more than 25 percent when buying a technical manual and CD-ROM of a single title.

To order SMACNA technical manuals please contact SMACNA's publications department at (703) 803-2989 or order online at [www.smacna.org/bookstore](http://www.smacna.org/bookstore). ▼

### SMACNA Announces 2006 Winter Education Programs

SMACNA's popular business management programs return again in 2006. Begin planning now to attend these unique educational opportunities.

#### Business Management University

SMACNA's Business Management University will be held Feb. 27 to March 2, 2006, in Tempe, Ariz. This University program will focus on the latest business practices with top industry and academic experts providing instruction.

Topics for 2006 include business survival, change orders, surety and bonding, financial management, business planning, productivity, effective negotiations and leadership. The 2006 program has been streamlined to maximize learning and participation. This is an excellent opportunity for SMACNA contractors to share information through networking with other contractors from across the country.

Additional information, program brochure and registration form, may be found on SMACNA's Web site at [www.smacna.org](http://www.smacna.org) in the Members Only section under Education and Training.

#### Business Management Graduate II Program: Financial Boot Camp

SMACNA is offering its Business Management Graduate II Program: Financial Boot Camp Jan. 30 to Feb. 1, 2006, in Tempe, Ariz. The program will cover financial analysis, debt and credit issues, business valuation, cash flow, lease vs. purchase, critical management issues, financial planning, risk assessment, change order issues, and financial risks.

Additional information, program brochure and registration form, may be found on SMACNA's Web site at [www.smacna.org](http://www.smacna.org) in the Members Only section under Education and Training. ▼

## Thinking About Becoming A High-Performing Contractor? Advice Is Just An E-Mail Away

In 2003, SMACNA developed a new tool for contractor firms called the "High-Performing Contractor Assessment Model." This contractor-tailored product was designed to offer assistance and motivation for building a successful business. The assessment model also provided practical guidelines to help SMACNA members become high-performing contractors. This highly acclaimed program can also help you take a fresh look at your organization and make changes so your company will stand out in your marketplace. It is tailor-made to set your company apart from your competition.

High-performing contractors are ones who systematically pursue, achieve and maintain increasingly higher levels of company and individual competence. They continually strive to improve quality of service and products, productivity and profitability.

The following SMACNA members are participating in the High-Performing Contractor Assessment program and are available to discuss their experiences with other members:

Keith Wilson, [kwilson@mbinm.com](mailto:kwilson@mbinm.com); John Lindemulder, [mrlindy@ambermech.com](mailto:mrlindy@ambermech.com); Kevin Yearout, [kevin@yearout.com](mailto:kevin@yearout.com); Guy Gast, [ggast@waldinger.com](mailto:ggast@waldinger.com); Paul Steckel, [psteckel@vanmulder.com](mailto:psteckel@vanmulder.com) and Bill Edwards, [Bill.Edwards@MESA3.com](mailto:Bill.Edwards@MESA3.com).

If you are considering participating in the High-Performing Contractor program, do not hesitate to contact these contractors for advice.

For more information on the SMACNA High-Performing Contracting Company, contact Tom Soles, executive director of market sector councils at (703) 803-2988 or [tsoles@smacna.org](mailto:tsoles@smacna.org). ▼

*Dennis Sowards is the author of SMACNA's "Creating the High-Performing Contracting Company – Best Practices for SMACNA Contractors." He is available for consulting services in a package that includes a teleconference session and an onsite face-to-face, eight-hour assessment session to get your company off to a strong start as a High-Performing Contractor. He provides this service at a special rate for SMACNA members. He can be reached at (480) 835-1185 or [dennis@YourQSS.com](mailto:dennis@YourQSS.com).*

## Locals Team-Up With Contractors To Become More Competitive

Seven southeastern states and the Sheet Metal Workers' International Association (SMWIA) Local Unions 4, 5, 15, 32, 48, 85, 110, 177, 399, 435 and 441 have cemented a new agreement in an effort to secure more work for their memberships.

This agreement promotes a greater base of contractor participation in bidding work within their jurisdictional areas by adopting a new portability of manpower agreement. Until now, when traveling into another jurisdiction, contractors could only send two workers to distant jobsites and had to hire any additional men from the jurisdiction in which the project was located.

The new agreement permits contractors to travel with four people in any of the aforementioned jurisdictions; however, prior approval is required by the business manager of the employer's home local.

The agreement is only available to contractors in the jurisdiction of the participating local unions.

Contractors seeking to use the four-man rule on a particular project should contact their local union business manager for approval. ▼

## Meet the Board: James Boone

James Boone, of New England Sheet Metal Works Inc., Fresno, Calif., was elected to a four-year term on the SMACNA Board of Directors, effective Oct. 27, 2004.



James Boone

"SMACNA and its industry professionalism have been very beneficial to my firm and to myself personally," Mr. Boone noted. "Therefore, I have both the desire and the obligation to give back to the organization at the highest level."

His service history for SMACNA includes previous membership on the board of directors from 1992 to 1996. Mr. Boone also was a member of the Labor Committee, the Residential Steering Committee, Products and Program Coordinating Committee and the Technical Resources Committee.

Mr. Boone is a member of the Sheet Metal and Air Conditioning Contractors Association of Central Calif., where he has served in all of the officer chairs. Currently, he is the local chapter president serving his second term.

In 2003, he spearheaded the formation of the Fresno area construction team (F.A.C.T.) comprised of SMACNA, the National Electrical Contractors Association (NECA) and the Mechanical Contractors Association of America (MCAA) and counterpart labor organizations to promote union construction in the greater Fresno community. Mr. Boone currently is the president of F.A.C.T. ▼

## Pledge Your Support As A 2005 SMACNA Breakfast Sponsor

SMACNA would like to thank the Houston Sheet Metal Contractors Association for their generous support of the Product Show breakfast. Additional sponsors are still needed for the breakfast scheduled for Tuesday, Oct. 18 at SMACNA's annual convention in Palm Desert.

Sponsorship amounts for the Product Show breakfast range from \$500 to \$2,000. For your support, you will receive our thanks and gratitude, plus public recognition of your sponsorship throughout the convention, in SMACNews and on our Web site.

To pledge your support, please contact Bob Roach, executive director of operations, at [broach@smacna.org](mailto:broach@smacna.org) or (703) 803-2980. ▼

## Convention Session

### CSI MasterFormat Division 23 – HVAC And SMACNA Initiatives

There have been big changes to the Construction Specifications Institutes' MasterFormat this year, including a new Division 23 – HVAC.

On Monday, Oct. 17 at SMACNA's annual convention in Palm Desert, Calif., participants will get the opportunity to learn about document revisions and SMACNA initiatives.

Dennis Hall, chairman of the CSI task force team responsible for developing the revised MasterFormat, will discuss these important document revisions. Ron Rodgers, chairman of the SMACNA Bid Specifications Task Force, will discuss three SMACNA initiatives: development of a bid specifications document based on Division – 23 HVAC, a new SMACNA publication, "HVAC Systems – Understanding the Basics," and a new series of SMACNA project and subcontractor bulletins addressing project and subcontractor management issues from the perspective of a direct bid HVAC contractor.

For more information on the annual convention, Oct. 16-20, contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or [mtaylor@smacna.org](mailto:mtaylor@smacna.org). ▼



## Architectural Forum

### Tools of the Trade – Finishing Techniques

Interested in learning the current trends in cutting methods for various different types of metals?

The Architectural Contractors Forum on Monday, Oct. 17 during SMACNA's annual convention, in Palm Desert, will offer contractors an opportunity to explore current trends in cutting methods for various types of metals, including specialty metals, in both the field and shop. "Tools of the Trade – Finishing Techniques," will include a presentation from Architectural Sheet Metal Council members Dennis Bailey and Harold Munder and a discussion on the long-term effects of cutting techniques, including quality issues.

Following this segment, the forum will include a discussion and presentation on various finishing techniques focusing on providing aesthetic finishes to metal. Vapor barriers, roof ventilation and the effects of mold associated with various barrier products will also be discussed.

An overview on a new series of PowerPoint presentations currently under development by the Architectural Steering Committee will be shown to members so that they may use them with clients, architects and owners. The forum will conclude with a round table discussion on current issues and concerns in the architectural sheet metal industry, such as PVC application and removal, coatings, one-way vapor barriers and ventilation issues. The discussion will also include the competition in today's market with nonunion contractors.

For more information on the annual convention, Oct. 16-20, contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or [mtaylor@smacna.org](mailto:mtaylor@smacna.org), or visit the SMACNA Web site at [www.smacna.org/events/annualconvention/](http://www.smacna.org/events/annualconvention/). ▼

## Product Show Exhibitors Announced

SMACNA's Product Show will be held Tuesday, Oct. 18 as part of the 62nd annual convention at the Desert Springs, A JW Marriott Resort & Spa in Palm Desert, Calif. As of Aug. 1, the following companies will be exhibiting:

- AccuDuct
- Advance Cutting Systems
- ▼ Autodesk
- ▼ C.L. Ward & Family Inc.
- ▼ CertainTeed Corporation
- Ductmate Industries, Inc./Aire Technologies
- DuraSystems Barriers Inc.
- ▼ Duro Dyne Corporation
- Dynamic Fastener
- ▼ East Coast CAD/CAM
- ▼ Engel Industries Inc.
- ▼ Estimation, Inc.
- Hardcast
- Helmets to Hardhats
- ▼ Iowa Precision Industries
- ▼ International Training Institute
- ITW Ramset/RedHead
- ITW TACC
- Lindab Inc.
- ▼ The Lockformer Company
- Maxwell Systems Inc.
- ▼ NEMI
- Nomaco K-Flex
- ▼ Plasma Automation Inc./Vicon Machinery LLC
- Plenums Plus
- ▼ PriceDuct.com
- ▼ QuickPen International
- ▼ Quote Software Inc.
- ▼ RHEINZINK America, Inc. Roof Products
- ▼ Ruskin Air & Sound Control
- Shortridge Instruments Inc.
- Stamped Fittings
- TABB/NEMI
- ▼ The Trane Company
- Venture Tape
- ▼ Ward Industries
- WennSoft

▼ Denotes sponsor

## It's Not Too Late! Become A Convention Sponsor And Enjoy The Benefits Through 2005

SMACNA is proud to welcome Engel Industries Inc., as a bronze convention sponsor. While SMACNA's 62nd annual convention, Oct. 16-20 in Palm Desert, may be just two-and-a-half-months away, convention sponsors enjoy recognition through the end of 2005. There's still time for your firm to pledge support as a convention sponsor and gain four months of recognition.

Convention sponsors will find that SMACNA's 2005 sponsorship program is a vehicle through which to build relationships with SMACNA Contractor members and increase name recognition for their company among the SMACNA membership.

Sponsorship is available at five levels – platinum, gold, silver, bronze and copper – with pledge commitments ranging from \$15,000 to \$3,000. Visit [www.smacna.org](http://www.smacna.org) for a complete description of sponsor benefits at each level.

While sponsor benefits vary, all convention sponsors are acknowledged each month in SMACNews as well as in the Convention Daily, an onsite convention newspaper. Sponsors are also listed on [www.smacna.org](http://www.smacna.org) as part of the popular annual convention Web site.

Pledge your support today. SMACNA wants you to be recognized and represented. Don't lose out on generating the most recognition for your sponsorship investment. Contact Bob Roach, executive director of operations, at (703) 803-2980 or [broach@smacna.org](mailto:broach@smacna.org) for more information on the convention sponsorship program. ▼

### What's In Your Wallet?

If College Of Fellows scholarship raffle tickets are in your wallet, you could be on your way to being \$5,000 richer.

More than 400 tickets have been sold in this year's College of Fellows raffle. With less than 600 tickets available, the odds of winning the grand prize of \$5,000 are in your favor. First and second place prizes of \$3,000 and \$1,000, respectively, are also available.

Tickets are \$40 each, three for \$100 or a book of nine tickets for \$300. Tickets will be available through Oct. 17. The drawing will be held Oct. 18 at the annual convention in Palm Desert, Calif. You do not need to be present to win.

All proceeds will benefit the College of Fellows Scholarship Program. To date the scholarship program has aided more than 50 students achieve their higher education goals. For more information and to purchase tickets, contact Bob Roach, executive director of operations, at [broach@smacna.org](mailto:broach@smacna.org) or (703) 803-2980. ▼

### Platinum

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Are You Tired of Guessing?

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& FAMILY INC.**

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### Silver



### Gold - Chapter Sponsor

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