“Learn Something New Every Day”

SMACNA Board Member: Gary G. Luthe Sr. of Cherry Hill, N.J.

SMACNA Board member Gary G. Luthe Sr., president and CEO of Luthe Sheet Metal Inc. in Cherry Hill, N.J., embraced the sheet metal trade from the bottom up. Gary started as a young apprentice and worked his way through the trades to build his own successful sheet metal business. His first exposure to the industry came when he started taking a high school drafting class and worked summers in a sheet metal shop. After graduation, he applied for apprenticeship and took night courses in sketching, computer-aided design, and estimating. In 1993, he built a shed in his backyard, turned a room in his house into an office, and Luthe Sheet Metal Inc. was born.

Two years later, he moved his growing business to an industrial park and it grew from there. Today, about 60 percent of his company’s work comes from the education and medical markets; 30 percent comes from high-rises, and 10 percent comes from industrial construction projects. The shop is high tech with a full coil line and computer-driven plasma burner.

Luthe was elected to SMACNA’s board of directors in October and is serving a four-year term. We asked him to share his thoughts on leadership, life, and the ideas he would like to share with others:

Zeroing In On the Zero Net Energy Market

At the David and Lucile Packard Foundation headquarters in Los Altos, California, more than 900 rooftop solar panels produce electricity. Inside the LEED Platinum-certified building, a chilled beam system supports energy-efficient heating and cooling.

The zero net energy Packard Foundation building. Contractors can help projects qualify for ZNE status by working with clients to design more energy-efficient HVAC systems. (Photo courtesy Western Allied Mechanical.)

Aloha! SMACNA Welcomes New Hawaii Chapter

SMACNA is pleased to welcome its 97th chapter, SMACNA Hawaii, effective April 1, 2018. This new chapter covers the entire state of Hawaii and represents 40 contractor member firms who specialize in the HVAC, architectural, industrial, energy management, kitchen equipment, testing and balancing, and specialty sheet metal sectors.

These firms employ more than 500 union Hawaii sheet metal workers and hundreds of additional construction-related personnel.

“The SMACNA Hawaii chapter is excited to join so many other successful SMACNA chapters and to serve as the continuous connection between SMACNA and the local contractors in Hawaii,” said SMACNA Hawaii Executive Director Blake Parsons. “Our chapter takes our mission very seriously, which is to continually improve the sheet metal industry for the benefit of our companies, our clients, our employees, their families, and the general public. By becoming an active member in SMACNA, we believe we can grow our continuing legacy and provide a viable industry for generations to come.”

Established in 1961, the statewide trade association represents the management of unionized sheet metal and air conditioning contractors and provides member services that encompass labor relations, legislative advocacy, education and
The Race for Chapter Volunteers Is On

When a diverse group of SMACNA volunteer leaders recently gathered at SMACNA’s Association Leadership Meeting last month in Texas, one topic that attracted a lot of attention was “How do we identify, recruit, nurture, and increase engagement among more of our contractors in the industry, and get them to invest their time and energy in the association?”

This subject was top-of-mind among many of the 40-plus SMACNA chapter leaders and resulted in many of them asking questions and discussing various ways to identify and increase engagement with the next generation of volunteers.

What I noticed from volunteer leaders across the country was different chapters reporting different levels of engagement efforts and results. The common thread that seemed to run through many of the most engaged chapters was the frequency and quality of their education and training opportunities.

I also noticed that several chapters were not taking full advantage of the complimentary training offered by SMACNA national through Chapter Education Programs and other technical training sessions. There are more than 15 programs available on a wide range of topics from Advanced Sheet Metal Estimating to Transforming Your Organization for the Future. A useful tool on the website is information on where a course has been run most recently. This enables you to touch base with that chapter to see if a course is right for you.

As much as possible, custom-tailoring the training to meet your circumstances will be considered. This provides great value, enabling all members to take advantage of the wealth of knowledge instructors and other attendees have.

Bringing members together demonstrates commitment to one’s profession and career, but it is not the only solution to build engagement and develop future volunteer leaders in SMACNA.

Moving from an individual contributor position to a leadership role requires members to have a vested interest above and beyond technical knowledge and skills in the industry.

I have received immense value from my volunteer experience with SMACNA. Over the past decade of being deeply involved with SMACNA, I have found a network of professional and personal friends that are like-minded in wanting the best for our industry and our companies. I have also found it very rewarding to give back to an association like SMACNA that sets a very high bar for excellence in terms of its devotion to the success of our industry. And lastly, seeing people in my own company experience...

Continued on page 9
SMACNA Boosts Political Action Committee Reform

SMACNA’s Capitol Hill staff has reached out to every member in the U.S. House of Representatives to urge them to co-sponsor the Prior Approval Reform Act (H.R. 2101). This piece of legislation would repeal the Federal Election Campaign Act’s “prior approval” requirement for corporate members of trade association political action committees (PACs).

SMACNA holds that prior approval requirements treat associations like SMACNA (and the coalition of 115 associations referred to as the Prior Approval Reform Coalition [PARC]) unfairly by making political action committees like SMAC PAC the only category of political committee that must first obtain exclusive permission from member corporations before soliciting eligible employees for support.

The coalition has stressed that the “prior approval” requirement serves no substantive purpose and that no other class of political action committee nor political entity (including corporate, labor union, and individual membership association PACs), is subject to this requirement.

SMACNA recently helped boost co-sponsorship of the bill by 16 co-sponsors. The bill was introduced by Rep. Mark Amodei (R-2nd-Nev.).

Change order reform advances in the House

The Small Business Payment for Performance Act (H.R. 2594), is a critical change order payment initiative long advocated by SMACNA contractors. This bill has been championed by a bipartisan team of House members leading the Small Business Committee’s consideration of contracting issues.

As recently reported from the Small Business Committee as amended, H.R. 2594 would make long overdue reforms advocated by SMACNA and small business federal contractors to quickly and fairly resolve change order disputes.

The legislation would allow contractors to submit a Request for Equitable Adjustment (REA) or a project contract fee adjustment to the agency approving a change order to a project’s original design or scope. The bill is nearing a House vote this spring with Senate action anticipated by summer.

The bill was introduced by Rep. Brian Fitzpatrick (R-8th-Pa.) and co-sponsored by Rep. Stephanie Murphy (D-7th-Fla.), Rep. Stephen Knight (R-25th-Calif.), Rep. Yvette Clark (D-9th-N.Y.) and others.

SMACNA members can show their support for both these bills by contacting their legislators on SMACNA’s Take Action webpage, www.smacna.org/advocacy/take-action.

Congress Includes Energy Efficiency Funding in 2018 Omnibus Package

SMACNA and its allies in the Alliance for Industrial Efficiency (AIE) saw positive results in securing funding support for energy efficiency initiatives in the Fiscal Year 2018 Omnibus Appropriations bill that passed Congress in late March.

The funding package, which included funds for energy efficiency programs at the U.S. Department of Energy (DOE) and the Environmental Protection Agency, reflected growing support in Congress. The funding package rejected the deep cuts proposed in the Administration’s FY 2018 budget request. Instead, the Omnibus Appropriations bill provides:

- An increase of nearly $1.5 billion in DOE efficiency and clean energy programs compared to the prior fiscal year.
- Increased funding for the DOE’s Office of Energy Efficiency and Renewable Energy (+14 percent), Advanced Research Projects Agency-Energy (+16 percent), Office of Science (+16 percent), and Office of Fossil Energy (+10 percent).
- Continued support for DOE’s Combined Heat and Power (CHP) Technical Assistance Partnership Program.
- Stable funding for the Environmental Protection Agency’s energy efficiency efforts.

SMACNA, AIE, and their allies now turn their advocacy efforts to the coming Fiscal Year 2019 Appropriations bill.

Calling All Industry Volunteers

Make a Lasting Contribution to the Industry

When members sign up for a SMACNA committee or task force, they are joining a select group of leaders who are helping shape the future of the sheet metal and HVAC industry. Those who want to put their talents and experience to good use are asked to step forward this spring and sign up for a committee or task force.

A volunteer-driven organization of committed, generous members who are looking for a way to give back to the industry they love, SMACNA is seeking industry leaders’ ideas, expertise, and opinions to lead the association and the industry into the future.

SMACNA has set up a new volunteer page on SMACNA Connect to make it easy to sign up. Members can review the list of open opportunities at connect.smacna.org.

Respondents are asked to apply by May 25. This is the opportunity for committed contractors to make their mark.
HVAC Expertise

Triple S Air Serves Up a Winner at Arthur Ashe Stadium

Tradesmen take pride in their work, so who could blame employees at Triple S Air Systems Inc., if they pray for a little rain in late August 2018. That’s when the world of professional tennis descends upon the Arthur Ashe Stadium in Queens, N.Y., for the U.S. Open. SMACNA member Triple S fabricated and installed a complex HVAC system in the stadium where tennis’ elite will compete for a Grand Slam title.

Rain frequently caused delays at recent U.S. Open tournaments, so the United States Tennis Association (USTA) invested $150 million to install a retractable roof over the formerly open-air venue. Now, when the HVAC system is on, the Arthur Ashe Stadium can keep its court and 24,000 seats dry and climate controlled.

The team at Triple S, based in Ronkonkoma N.Y., doesn’t shy away from high profile projects. In fact, they see the benefits of taking on challenges like the Arthur Ashe Stadium job. “I believe, when projects have a sense of urgency or a higher degree of difficulty, it intrigues and focuses our team to think of new ways to accomplish tasks,” said Steven Benkovsky, president of Triple S.

The main objective of the new HVAC system—divided into four quadrants, 16 air handling units (AHUs), and 2,300 linear feet of 76-inch diameter spiral ductwork—was to manipulate the air flow through a system of internal dampers and external modulating plenum diffusers, all controlled by a BMS system.

The first challenge was the initial design of the automatic louvered damper plenums. Benkovsky was concerned with the design of the external plenum, which housed the internal automatic dampers, as well as affected the integrity of the 18-gage spiral ductwork by cutting into it. He worked closely with the engineers to modify the design, so it would be better for fabrication, shipping, and installation, as well as making it aesthetically pleasing from the seats below.

Logistics was also a challenge, due to the size of the ductwork. Triple S fabricated sections at their shop using a spiral duct machine. They installed internal 2-inch Spiracoustic® lining, and galvanized Spiralmate® companion flanges to connect sections. External plenums, which housed the modulating dampers and diffusers, were then installed onto the sections. Built sections (each 24 inches to 12 feet long) weighed up to 1,250 pounds.

Triple S used a crane on-site to lift the ductwork up onto scaffolding 125 feet above the tennis court. From there, sections were placed on specially made dollies fabricated in the Triple S shop and rolled into position for installation.

Triple S worked with Griple Inc. (a SMACNA Associate Member) to design cable hangers to attach duct to the tubular steel roof supports, as well as a catenary cable system for areas where steel was not available over the ductwork. “The cable hanging systems worked very well for us and it is something that we are now using on other projects,” said Michael Albers, project manager with the company.

Triple S also had to seismically brace the entire run of 76-inch round ductwork back to the tube steel utilizing Unistrut® metal framing.

At the August 2018 U.S. Open, members, along with more than 1 million television viewers, will take a look at Triple S Air’s incredible work, rain or shine.
HVAC Expertise

It’s a Successful Operation on Brigham and Women’s Hospital

New construction technologies and practices including building information modeling (BIM), virtual reality, and lean construction techniques were several of the many skills needed to help two SMACNA contractors in Boston meet a fast-paced timetable for Brigham and Women’s Hospital.

The hospital’s new LEED Gold-certified, 675,000 square-foot, 13-story Building for Transformative Medicine was designed to bring together physicians and researchers from different disciplines to collaborate on new treatments and therapies in one location.

Like those medical specialists, SMACNA Boston’s Harrington Air Systems, Stoughton, Mass., and McCusker-Gill Inc., Hingham, Mass., collaborated as one dedicated team to complete the project while saving time and money along the way.

Harrington Air Systems was the primary HVAC contractor and handled the base building shell while McCusker-Gill performed the HVAC tenant fit-out of all the floors in the hospital and research building. The work involved installing 570,000 pounds of galvanized duct and 30,000 pounds of welded stainless-steel ductwork, 1,400 variable air volume boxes and air valves, 1,900 registers/diffusers, and 1,200 chilled beams.

BIM and virtual reality saved time and money

Because very tight ceiling spaces with numerous mechanical services made coordination extremely difficult, the entire construction team relied heavily on collaborative building information modelling utilizing Autodesk’s BIM 360 Glue and Revit. They also used CAVE virtual reality technology and lean construction practices, including on-site co-location for the trades, pull-planning, model-based estimating, and target value design.

While conducting virtual walkthroughs of the building’s mechanical penthouse using virtual reality, the team discovered that a catwalk would be needed to reach a specific valve. This discovery saved $70,000 on the cost to have added it later.

Simultaneous construction met tight schedules

The project team constructed the core and shell of the building simultaneously rather than following the usual practice of starting with the core. This allowed the 460-space underground garage and the building to be constructed at the same time.

According to McCusker-Gill’s Operations Executive Roy F. Ricci, who is also a former SMACNA National Board member, this construction strategy saved about three months on the construction schedule.

Prefabricating assemblies including duct with variable air volume, branch take-offs, end caps, and access doors reduced field installations and material handling. This saved additional time and helped McCusker-Gill meet that aggressive schedule.

ENR New England recognized the work as a Health Care Best Project.
Architectural

Creating a Vision of the Bible in Bronze

Even a company that specializes in artistic projects can tackle a demanding project that challenges the company to take it to a higher level of skill, artistry, and complexity. That was the case for the A. Zahner Co. of Kansas City, Mo., with its breathtaking work on the Museum of the Bible in Washington, D.C.

“The process for creating the Museum of the Bible portals required a high degree of engineering and production coordination, with particular sensitivity to esthetics,” said Tom Zahner, chief operating officer of A. Zahner Co., and chair of SMACNA’s Architectural Council Steering Committee.

“Our team excels at listening to our client’s design intent and creating their vision in metal. Each panel was produced using a combination of machinery and handwork. The result is unlike anything else that has been done before.”

Zahner worked with artist Larry Kirkland throughout the process on the artwork for the museum’s massive 40-foot-tall, 16-foot-wide panels that flank the front entrance.

They created and installed the “monolithic bronze door panels featuring a series of tens of thousands of pounds of copper alloy, milled out to look like pages out of the Gutenberg Bible,” said company president L. William (Bill) Zahner. The Gutenberg Bible, printed in the 1450s, was the first major book printed in Europe using movable metal type. The panels are written in Latin and depict the first two chapters of the book of Genesis.

Each “chapter” took 88 plates. Each plate was 1½ inches thick, weighed 600 pounds, and each plate took 15 to 20 hours to fabricate. “We wanted to emulate what a real press block looked like,” Bill Zahner said.

One door features ornate scroll work in the margins of the Bible’s pages. Engineering, manufacturing and installation involved another 10 to 12 hours. Executing the 88 plates took more than two years altogether.

“We work with artists all over the world on complex projects,” Bill Zahner noted. “We’re a sheet metal signatory company that’s 120 years old. Everything we do is highly specialized.”

Zahner has two permanent manufacturing facilities, in Missouri and Texas, and sets up temporary assembly and installation facilities for large projects.

The museum, while within the company’s capabilities for featuring complex artwork, involved higher levels of complexity and skill than most jobs. “The main challenge was working with the plates’ alloy material,” Bill Zahner said. “It required using a high-speed mill in Germany to provide the metal.” The special copper alloy “looks like a bronze finish,” he added.

While the German manufacturer created the special alloy, Zahner’s craftspeople did all the fabrication.

Technology played a role in this project, Bill Zahner said. “All of our work is digitally defined, using the Catria 3-D experience to drive fabrication.”

Since each panel weighed about 600 pounds, “handling them without problems” was also a challenge. Then came the installation. That created its own set of challenges, requiring the design of a structure that could be attached securely to the museum wall while also serving as a device to stack the pieces.

The 430,000-square-foot museum was donated to the city of Washington, D.C., and the country by the Green family, owners of Hobby Lobby, who also commissioned the artwork.

“We worked directly with the client and interfaced with Clark Construction Company,” said Bill Zahner. “Everything went smoothly.”

The project gave A. Zahner Co. its most-valued result: “It’s always satisfying to have a happy client, architect, and artist,” he said. “We enjoy working on fine art like this. It’s challenging but fulfilling.”

View an update to the Museum of the Bible’s Bronze Doors at smac.news/youtu62c4b.
Welcome New 2018 Associate Members!


SMACNA’s Associate Member Program offers companies the opportunity to build lasting relationships with SMACNA members. To learn more about becoming an Associate Member, visit SMACNA’s Associate Member webpage and contact Scott Groves (sgroves@smacna.org / (770) 576-4971).

Taking the Lead in “Disruptive Innovation”
An Interview with Michael Kirby of Milwaukee Tool

SMACNA Premier Partner Milwaukee Tool of Brookfield, Wisc., is a global leader in delivering innovative solutions to the construction trades that offer increased productivity and durability. Milwaukee is dedicated to delivering a steady stream of advanced, trade-specific solutions through their world-leading M12™ and M18™ cordless systems, M12 and M18 FUEL™ products, time-saving accessories, and innovative hand tool products.

We asked Milwaukee Tool Director of Mechanical Trades, National Accounts, Michael Kirby, how they can help SMACNA members find solutions to their daily challenges.

What products and services does Milwaukee Tool have to offer SMACNA members? SMACNA and Milwaukee Tool share a passion for the skilled trades and share a common goal of ensuring HVAC professionals have the most innovative solutions for their daily needs. We work year-round with SMACNA members in a collegial, peer-to-peer, solutions-oriented environment. This helps us develop and customize solutions and programs they need—whether it be a faster, safer power tool or a new training program.

We also offer SMACNA members training and educational support, customized service programs, and apprentice support at the JATCs.

What challenges can you help SMACNA members solve? Beyond providing tool solutions, we work together to develop training programs for SMACNA members’ teams and offer solutions to make an organization more profitable. We’re a partner—not a vendor—and we’re in this for the long haul.

What separates you from the competition? We deliver best-in-class solutions on both these systems because we know our users rely upon them to get their work done. We don’t believe we’ve seen the end of what a 12-volt and 18-volt system can achieve.

Disruptive innovation is all about changing the game. We start with a thorough evaluation of the job at hand—the frustrations, needs, limitations—and set out to completely rethink a solution. Our goal is to solve the challenges users face day-in and day-out. We want to make SMACNA professionals’ lives easier from when they wake up in the morning, to when they go to bed at night.

What questions should a contractor ask you and your competition and why? The question they should ask is this: “Is the battery system that I’m invested in compatible with the breadth and depth of the work I need to do, and how committed is the manufacturer to that system?”

Investing in a battery system is a huge investment, which is why it’s important to gauge the long-term plans for the battery system the user chooses. Many manufacturers change their battery systems every few years, so users have to completely re-invest in a new system. Milwaukee® is committed to our M12™ and M18™ Systems.

We deliver best-in-class solutions on both these systems because we know our users rely upon them to get their work done. We don’t believe we’ve seen the end of what a 12-volt and 18-volt system can achieve.
2018 SMACNA Associate Members

Platinum

FEDERATED INSURANCE

VICON

Gold

DAIKIN

MESTEK MACHINERY

Milwaukee

Titus

GREENHECK

Johns Manville

quotesoft

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Silver

AUTODESK

OWENS CORNING

FIRESAFE

FAST EST., INC.

Estimating Software

K-FLEX USA

DURO DYNE

Thermaflex

Sheet Metal Connectors, Inc.

Fabrication That Performs

KINGSPAN

CLWARD

Lloyd Industries

CADDY

retrotec

RMEX

RHUMBIX

BTM COMPANY

Applied Software

PlanGrid

RUSKIN

GRIPNAIL

HARDCAST

Majestic Steel USA

DUCTMATE

Gripple
New Customer Service Manual Reinforces a Culture of Care

What if it were possible to identify and remove a potential barrier SMACNA contractors face in the residential market? SMACNA’s manual, Successful Customer Service Practices for HVAC Service and Retrofit Contractors, written specifically for residential contractors, illustrates a different way of looking at customer service when compared to commercial markets. Residential customers, the manual reveals, require a more personal approach.

“Residential service calls require that the contractor have different soft skills than those required for commercial work,” said HVAC expert Ruth King, author of the manual. “There’s more to a service call than simply solving the customer’s heating or cooling problem. And residential contractors will find themselves dealing with women more often than men, since they are more likely to be home during the day.”

The manual explains the importance of good customer service, and of developing a customer-care culture in the residential market. The manual identifies and evaluates customer types and suggests effective service policies for each. The manual also shows the customer service role of each employee and provides sample scripts to train employees on customer interaction and phone etiquette.

Communication is key. “Fixing the equipment is expected,” King pointed out. “Communicating with the customer and making her feel comfortable is required for the customer to trust your company and continue to write paychecks to your company.”

Paul Heimann of SMACNA contractor Welsch Heating and Cooling, sees the manual as a tool that contractors can use to grow their businesses. Heimann is also on the National Residential Contractors Council Steering Committee, which commissioned the manual.

“Everyone has a problem with their furnace and air conditioner and somebody needs to be there to fix it for them, and we think SMACNA contractors need to offer that service to their customers,” Heimann said.

“You have to present yourself in a completely different manner than when you are walking into a commercial office building,” Heimann continued. “You have to explain what you’ve done, how you diagnosed the problem, what the problem is, what the resolutions are; and hopefully, they are affordable solutions. If not, it becomes a sales call. They have to have the skills to present higher than expected costs in a way that’s not negative,” he said.

Sample scripts train users on customer interaction. Customer service doesn’t just also happen in the customer’s home, noted Mike McCullion, SMACNA’s director of market sectors and safety. The first interaction with the customer is usually at the call center, he said. He notes that the sample scripts in the manual’s appendix are particularly useful here. “[They are] helpful in providing some added-value customer service tips that the call centers and technicians can utilize to improve profits,” McCullion noted.

At Welsch Heating and Cooling, the manual is important reading for new and existing employees. It can serve to fill in the gaps in case something was missed during training of new staff, and it also can serve as a refresher for long-term employees.

All employees are empowered to make decisions that are best for the customer and the company. They recognize that their success will come from repeat business and from customer referrals. “That’ll get us further business and from customer referrals. Their success will come from repeat business and from customer referrals,” Heimann said.

“Learn Something New Every Day”
SMACNA Board Member: Gary G. Luthe Sr. of Cherry Hill, N.J.

Continued from page 1

• The best business advice you ever received: Understand the scope of work. Get it in writing.
• Advice you give newly-hired employees: Never say, “I can’t do that.”
• Your secret to running a successful business: Focus on the projects—beginning, middle, and end.
• The most rewarding part about being in this industry: Seeing where we came from when we first started, compared to where we are today. And working with my son as we look toward the future of the industry.
• The most challenging: Closing out and getting the final payment.
• The technology you are most excited about: Using mobile devices like iPads to send information to our guys in the field in just a second.
• My hero: My father. He made me learn my trade from the bottom up. He told me to learn something new every day.
• Something you are looking forward to: The next tool that’s going to be in our tool box.
• Your favorite time of day: 5 p.m. on Friday.
• Your favorite quotes: Get the right guy for the right job. Honor our bodies, sharpen our minds.
• Some of your outside interests: Fishing on the shore, playing golf, traveling with my wife and kids.
• Sports team you cheer for: Philadelphia Eagles (even before Super Bowl LII).
• Your first car: 1964 Rambler.
• You are most proud of: My kids Gary Jr., Victoria, and Daniel.

An active leader in advancing the industry, Luthe has held nearly every position within the Sheet Metal Contractors Association of Philadelphia and Vicinity (SMCA) chapter, including president, vice president, and secretary treasurer.

Luthe currently serves on the chapter’s board of directors and as chair of the SMCA Director and Officer Nomination Committees. He co-chairs the JATC Trustees and is on the local Joint Adjustment Board. He also chairs the Northeast States Council of Sheet Metal Contractors, an independent association of contractors that is affiliated with SMACNA.

He has also been a trustee for the Industry Fund, the Local No.19 Scholarship Fund, and the Brotherhood, Unity, and Dignity Fund; has chaired the chapter’s Safety Committee; and has served on the Sheet Metal Industry Advancement Committee (LMCC) and the Negotiation Committee.

On the national level, Luthe has served on SMACNA’s Director Nominating Committee and as chapter councilor to SMACNA’s Council of Chapter Representatives.

To advance the industry and get involved in SMACNA committees, members can visit smacna.org and go to “Board/Committee Application Forms” on the “About Us” webpage.

Engage on Composite Plans at CEA National Issues Conference, May 8-10

Cary Franklin, founding principal, managing consultant, and actuary with Horizon Actuarial Services, will discuss Alternative Retirement Plan Designs: Risks and Rewards at the Construction Employers of America (CEA) National Issues Conference on Thursday morning, May 10.

An expert on the funding and operation of multiemployer pension plans, Franklin has been a longtime supporter of meaningful multiemployer pension reform on Capitol Hill. He has been an advocate for the composite plan solution to strengthen and preserve the multiemployer retirement system at numerous CEA issues conferences. His work on behalf of CEA-affiliated organizations with the Financial Accounting Standards Board (FASB) on multiemployer plan reporting requirements has been especially significant.

Committed to the stability of the pension plan system, he has also worked with the Senate HELP Committee on multiemployer pension funding relief, including the extended amortization provision that became part of the Pension Relief Act of 2010.

SMACNA holds that it is imperative that contractors keep this issue on the forefront in Washington. In addition to this session, members will have a chance to join their colleagues for valuable education sessions on health care, prevailing wages, and the Giving Retirement Options to Workers (GROW) Act, in addition to social events and lobbying meetings with their members of Congress.

The CEA National Issues Conference takes place at the Washington Marriott Georgetown, Washington, D.C., May 8-10. Members can learn more on SMACNA’s Events and Education webpage.
Those features and more play a role in making the 49,000-square-foot facility one of roughly 500 documented zero net energy (ZNE) buildings in the United States. To qualify as ZNE, a building can use only as much energy as can be produced on-site via renewable sources, such as solar power and wind energy.

The ZNE approach is gaining momentum across the country as owners and developers face pressure from regulators and the market to supply new construction and retrofits that are more energy efficient. Contractors can play a major role in helping projects qualify for ZNE status by collaborating with clients to design more energy-efficient HVAC systems.

**Energy efficiency is gaining momentum**

The Packard building is running ahead of the curve in California, where energy code requirements now state that any new building built after 2030 must conform to net zero standards.

In the residential sector, the number of zero net energy homes in the U.S. is projected to climb from 750 in 2015 to roughly 27,000 in 2025, according to projections from market research firm Navigant Research. Mandates along the lines of the University of Hawaii’s pledge to achieve net zero energy consumption by 2035 are becoming increasingly common.

“Plus, [developers] are finding that tenants want to live or work in a sustainable building and, therefore, will pay a higher rent to do so because they can also attract better talent for their employees,” says Angela Simon, SMACNA’s secretary-treasurer and president of Western Allied Mechanical Inc., a SMACNA contractor based in California’s Bay Area.

Western Allied Mechanical served as the installing mechanical contractor for the Packard Foundation headquarters’ HVAC system, and was responsible for the HVAC system, chilled and hot water systems, radiant floor system, and chilled panel system. Western Allied Mechanical also carried the controls contractor under its contract.

Simon notes that the HVAC system installed at the Packard Foundation building differs from standard systems because it doesn’t use natural gas. Instead, the system uses a reverse-cycle heat pump and incorporates chilled beams, radiant panels, and in-floor radiant heating and cooling. Chillers in the mechanical room cool water at night and store it in a 25,000-gallon storage tank in the ground. During the day, the HVAC system uses the water from the tank, and the chillers bring the storage temperature in the tank back down at night.

**Taking a seat at the table to influence systems design**

According to sustainability consultant Jerry Yudelson, efforts to achieve ZNE should start with cutting energy use via more efficient mechanical systems, better insulation and similar design measures. That applies directly to mechanical contractors involved in designing and building air conditioning systems within the buildings.

For design-build projects in which subcontractors are collaborating with general contractors on the design of a building, sheet metal and air conditioning contractors have more opportunities to provide input on the design of the HVAC systems, according to Yudelson.

More importantly, he says, subcontractors can gain a better understanding of design-build projects’ cost structures and how HVAC systems fit within the larger context of achieving ZNE for the building. Naturally, the costs of the technologies involved in attaining ZNE status can spook some builders, so that kind of insight is necessary to determine the tradeoffs that may be required to implement more efficient—and pricier—HVAC systems.

“If you know this is a net zero project, make sure you have a seat at the table during the design process,” Yudelson advises. “Then you will have the most influence on something that you can actually build for the budget that you’re going to be given.”
Aloha! SMACNA Welcomes New Hawaii Chapter

training, and industry promotions to further the development and improvement of the sheet metal industry.

The chapter’s executive director is Blake Parsons. Inquiries may be directed to SMACNA Hawaii, 1088 Bishop St., Suite 609, Honolulu, HI, 96813; phone (808) 845-9393; email: blake@smcahi.com. Visit their website at: smcahi.com.

SMACNA Hawaii Installs New Board

The Sheet Metal Contractors Association of Hawaii recently installed Kyong Tae Chang, president of Preferred Mechanical, as its Board president and six officers to the Board of Directors at their recent installation event. They will serve a two-year term.

Supporting Industry Partnerships

Honolulu Sheet Metal Students Fabricate Tropical Lanterns

SMACNA’s newest chapter, SMACNA Hawaii is supporting their local students and sheet metal programs in creative ways.

Twelve students in the sheet metal program at Honolulu Community College (HCC) crafted elegant metal lanterns with a tropical leaf motif, which served as table centerpieces for the chapter’s recent installation dinner. “Our local community college sheet metal instructor is always finding creative ways to engage students,” said the chapter’s Executive Director Blake Parsons. “When Danny showed us these lanterns on a recent visit, we thought it was an excellent way to add a personal touch to our banquet and provide additional funding to the program.”

HCC’s sheet metal program (SMP) is the only full-scale training facility for sheet metal in the entire state of Hawaii,” said instructor Danny Aiu. “The industry and HCC work together in partnership to provide entry-level training for students interested in working with sheet metal.”

“This partnership has resulted in a full-year union entry agreement,” he said. “All the students who complete the program within one year are offered entry to the apprenticeship program.”

In the SMP program, students work within the challenges of “real job” demands, while turning flat sheets of steel into the industry’s required three-dimensional components.

Students fabricated each part of the lanterns in the shop, cutting each section with a CNC plasma cutter, then assembled the lanterns.

“Students are much more engaged when we do these projects,” Aiu noted. “We also focus on layout and industry basic sheet metal fabrication. The last project the students will do is a stainless-steel barbeque that they get to take home.”

This industry partnership is helping students along their way to apprenticeships and rewarding sheet metal careers.

Meets with...


NYC SMACNA chapter members John Contrubis (left), associate chapter executive of NYC SMACNA, and Sebastian Loaysa (right) of Accurate Specialty Metal Fabricators, were guests of Rep. Joseph Crowley’s (D-14th-NY), at the congressman’s seventh annual spring gala in New York City in March.
Supervisor Training Academy Provided Practical Take-Aways for On-The-Job Success

SMACNA member supervisors, superintendents, and managers gathered to take part in content-rich, hands-on leadership, productivity measurement, communication, and industry trends sessions during SMACNA’s sold-out Supervisor Training Academy in March in St. Louis, Mo.

Management consultant Stephane McShane joined Kevin Dougherty and Nic Bittle, and shared how to drive project success by defining field management obstacles and opportunities, understanding how productivity is measured, and evaluating the impact of work on productivity and performance.

The program struck a chord for many in attendance, including Kyle Thomas who said, ”There are so many take-aways for real, practical application on the job.”

Bargaining Orientation Offers Timely Legal Strategies and Advice

Approximately 30 SMACNA chapters and contractors preparing to negotiate new collective bargaining agreements attended SMACNA’s Collective Bargaining Orientation in Dallas for in-depth strategy sessions on key bargaining data, current issues, and the legal aspects of bargaining.

The speaker lineup included:

Tom Keating, chapter liaison, who offered guidance and war stories from his many years as the executive director of SMACNA Colorado. He suggested ways to assess the local industry and economy, as well as how to locate statistics on the internet.

Carey Peters, executive director of the Construction Labor Research Council (CLRC), explained SMACNA’s employment share numbers and provided insight into the methodology that CLRC uses to compare the number of union workers to the total employment for the industry.

Michael McNally and John Hauge, SMACNA’s legal counsel with Felhaber Larson, delivered an overview of the legal framework for bargaining.

SMACNA’s Executive Director of Labor Relations Deborah Wyandt along with Michael McNally explained the crew-cost method of wage equalization and resources SMACNA has prepared for contractors and chapters.

Materials from the 2018 Collective Bargaining Orientation are available to all SMACNA members and may be downloaded from SMACNA’s Labor Relations webpage under “Presentations and Reports.”

Members interested in obtaining a copy of their region’s employment share numbers should contact Jason Watson, SMACNA’s director of labor relations at jwatson@smacna.org.

Convention Keynote Speaker

Rorke Denver: Using Navy SEAL Values to Advance “Ever Onward”

Throughout his action-packed life, Commander Rorke T. Denver has taken decisive action. Now, he challenges other leaders to take action and “to enter the hard places where few leaders dare to go, but where they can lead like no one else can,” he notes. “Ever onward.”

“Ever onward” is a brand he created to incorporate Navy SEAL principles which call leaders to action, to sacrifice, and to be bold so they can perform at their very highest levels. Rorke Denver will make his keynote presentation on Monday, Oct. 15, during SMACNA’s 75th Annual Convention at the San Diego Marriott Marquis and Marina in San Diego.

Denver has run every phase of training for the U.S. Navy SEALs, including advanced sniper training and hand-to-hand combat. He has led special-forces missions in the Middle East, starred in the hit film Act of Valor, and even wrote the New York Times bestseller Damn Few: Making the Modern SEAL Warrior about his life story.

In 2006, he was the officer in charge of SEAL Team Three’s BRAVO Platoon in Iraq’s Al Anbar Province and was awarded the Bronze Star with “V” for acts of valor in combat from those missions. In his second book, Worth Dying For: A Navy SEAL’s Call to a Nation, Denver tackles the questions that have emerged about America’s past decade at war—from what makes a hero, to why we fight, and what war does to us.

Denver was also on FOX-TV’s American Grit, which followed 16 of the country’s toughest men and women facing a variety of military-grade and survival challenges in the wilderness.

“The ‘crowd’ will avoid the pain, good leaders will embrace it,” Denver says. “But the greatest leaders seek it out. Ever onward.” Members can learn more on his website, rorkedenver.com.

SMACNA’s 75th Annual Convention takes place at the San Diego Marriott Marquis and Marina in San Diego, Oct. 14-17. Those who sign up by July 15 can take advantage of special discounts for early registration.
SMACNA reminders

May 2018
- Safety Surveys Due May 4
- Financial Boot Camp – May 6-9, Tempe, Ariz.
- Leadership Development Program – May 21-24, Chapel Hill, N.C.

June 2018
- Council of Chapter Representatives – June 10-12, Boston
- NJAB – June 25-27, Philadelphia

September 2018
- NJAB – Sept. 9-11, Minneapolis

October 2018
- Annual Convention – Oct. 14-17, San Diego
- Advanced Project Managers Institute – Oct. 8-10, Raleigh, N.C.

Future SMACNA Conventions