A focus on communication, relationships

SMACNA Board member: James E. Hall of Waukee, Iowa

New SMACNA Board member James E. Hall, president and owner of Systems Management and Balancing Inc., Waukee, Iowa, got his start as a project manager and then purchased his business thanks to a fortuitous meeting arranged by the SMACNA Central Iowa chapter.

James wants to promote the sheet metal industry, and SMACNA, to the next generation. He says he would like to help educate the next generation about our industry and the opportunities that exist for them. He is also enthusiastic about sharing his knowledge, both business and technical, with the industry and by serving on a variety of SMACNA technical committees.

He shares his secrets to running a successful business and the most rewarding part of being in the industry below.

How did you get into the business?
I took an HVAC class at Texas A&M University and really enjoyed it. I got my first job as a project manager with a mechanical contractor who transferred me to Denver, Colorado. There, I met an HVAC equipment supplier who became a great friend. He gave me the opportunity to move to Des Moines, Iowa, and sell HVAC equipment. I eventually bought Systems Management.

SMACNA contributes to ASHRAE research projects
Each year, SMACNA National makes a contribution of $10,000 as an ASHRAE Golden Circle Investor for ASHRAE research projects in the HVAC industry.

SMACNA was recognized for this year’s contribution at the ASHRAE President’s Luncheon during the ASHRAE Winter Conference and AHR Expo in January in Chicago.

SMACNA President-Elect Nathan Dills was present, representing SMACNA (back row, center) with other industry investors.

President Trump outlines ambitious infrastructure plans
State of the Union features historic public-private partnerships

Highlighting the need to rebuild America’s “crumbling” infrastructure, President Donald Trump asked Congress to approve a sweeping infrastructure renewal partnership on Jan. 30 in his State of the Union address.

While the Administration’s infrastructure plan has been under development since the President took office, the brief outline he unveiled indicated that the real work on infrastructure is ready to begin.

Unique funding from public and private sectors. It also indicated that the majority of funding required will not be coming from the federal government—a radical departure from U.S. infrastructure investment over the last two centuries.

Welcome aboard!
SMACNA convention to open on celebrated aircraft carrier

At SMACNA’s opening reception during the upcoming 75th Annual Convention in San Diego, families will be surrounded by fighter jets and helicopters on the flight deck of the U.S.S. Midway Museum, one of the longest-serving and most famous aircraft carriers in U.S. Navy history.

The opening reception Sunday evening, Oct. 14, will take place on the carrier’s four-acre flight deck that features a panoramic 360-degree
President’s Column

SMACNA’s new Leadership Development Program: A wise investment for your future

As a fourth-generation contractor, I understand firsthand the unique challenges SMACNA members face in preparing future leaders of their companies. Finding the right talent and molding them into leaders to ensure that a company thrives can be a daunting challenge.

In response to this critical need, SMACNA is introducing a custom designed, four-day Leadership Development Program that will offer the guidance and insight necessary to help future leaders grow and mature through this complex process.

SMACNA’s Board of Directors recently met and enthusiastically endorsed this unique leadership development opportunity, praising its approach and applicability to SMACNA members.

SMACNA has been working with the highly respected professors at the University of North Carolina’s Kenan-Flagler Business School to craft a program that develops raw talent into a seasoned professional. The first program is slated for May 21-24 in Chapel Hill, N.C.

High-potential individuals with a minimum of five to seven years of leadership or management experience, and who have demonstrated talent for future leadership roles, will find this program immensely rewarding.

This dynamic program will enable your firm and your leadership personnel to attract and retain high-level talent; understand leadership styles and adjust them to match job requirements; gain proven techniques to aid with generational struggles; and to understand how to prevent inadvertently creating roadblocks and the resulting unintended consequences that can occur.

SMACNA’s new Leadership Development Program is a wise investment for any contracting firm. You and your entire company will benefit from the new ideas, structured action plans, and the professional coaching and mentoring you require.

Developing future leaders is an important investment in any firm’s future and SMACNA contractors shouldn’t leave it to happenstance. SMACNA’s new Leadership Development Program will guide your most talented people through this process and help you prepare your firm for future success.

Sincerely,

Jack Knox
SMACNA President

SMACNA discusses duct leakage and duct construction standards at AHR Expo

SMACNA technical staff presented sessions about two technical manuals at the 2018 AHR Expo, in Chicago in January.

Mark Terzigni, SMACNA’s director of technical services, spoke to full houses about SMACNA’s upcoming HVAC Duct Construction Standards, Metal and Flexible, 4th edition, and the HVAC Air Duct Leakage Test Manual.

For more information on SMACNA standards and manuals go to SMACNA’s Technical Resources webpage, www.smacna.org/technical.

Someone in your family headed for college?

Apply for a SMACNA scholarship by March 31

If members have a student in college, consider applying for a SMACNA College of Fellows scholarship to help pay tuition.

SMACNA is now accepting scholarship applications for the 2018-2019 academic year. Members may submit applications online on SMACNA’s College of Fellows Scholarship webpage.

SMACNA’s College of Fellows has 36 active scholarships available to undergraduate students from SMACNA’s extended family including:

• SMACNA contractors.
• Employees of SMACNA contractors.
• Employees of SMACNA chapters.
• Employees of SMACNA National.
• SMACNA National Associate Members.
• SMACNA Fellows.
• Members of the families of all these groups.

SMACNA requests that members send in their applications before March 31. For more information, contact Jason Watson (jwatson@smacna.org / (703) 803-2980), or Heather Frank (hfrank@smacna.org / (703) 995-4045).
SMACNA credited in bipartisan effort to give retirement options to workers

On Feb. 14, Congressmen Donald Norcross (D-1st-N.J.) and Phil Roe, M.D. (R-1st-Tenn.) introduced H.R. 4997, the Give Retirement Options to Workers (GROW) Act, a bipartisan effort that is designed to modernize and strengthen the multiemployer pension system for the future.

SMACNA enthusiastically supported the introduction of the bipartisan plan and was credited in an introductory news release Rep. Norcross issued on Feb. 14. The news release noted SMACNA’s participation at the January bipartisan roundtable discussion that Reps. Norcross and Roe hosted to unveil their plan that would give retirement options to workers.

“Cadillac tax” on employer health-care plans postponed

Rep. Mike Kelly Jr. (R-3rd-Pa.) recently led the movement in Congress to delay a planned excise tax on premium employer-sponsored health-care plans in the current Continuing Appropriations Act.

SMACNA, as part of the Construction Employers of America (CEA), strongly supports postponing this law to 2022 and allowing more time for Congress to reconsider the tax.

SMACNA believes the tax discourages firms from offering high-quality health-care plans. This excessive tax penalizes employers who invest in their employees and who are doing the right thing to support their employees and their families by providing vital health-care benefits.

It is SMACNA’s position that taxing these benefits is short-sighted and will cause hard-working, blue-collar workers to lose high-quality employer-provided health benefits. The so-called “Cadillac Tax” grants a disproportionate market advantage to employers who provide no health care or substandard health coverage to their employees.

The CEA is a joint initiative of seven construction employer associations working jointly to strengthen the construction industry and coordinate action on labor, workforce, and construction issues.

SMACNA supports public-private partnerships that increase efficiency

SMACNA also endorses “The Energy Savings Through Public-Private Partnerships Act” (H.R. 723) sponsored by Rep. Adam Kinzinger (R-16th-Ill.).

The bill would expand both energy efficiency and jobs if Congress moves to expand the Use of Energy and Utility Saving Performance Contracts (ESPCs/USPCs) inside and outside of the government.

SMACNA has long supported performance contracting at the state and federal levels and urges Congress to enact support for this type of contracting into law. SMACNA’s decades of experience on the frontlines of performing energy efficient construction reinforces our enthusiasm for performance contracts as the financial leverage necessary to boost the number and variety of these contracts.

Current law requires federal facility energy managers to evaluate and identify energy and water efficiency measures for federal facilities, however, agencies

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President Trump outlines ambitious infrastructure plans
State of the Union features historic public-private partnerships

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The plan does not have a significant role for buildings, except for building upgrades for the Veteran’s Administration. SMACNA is working with industry coalitions and partners to include public buildings as well as energy and mass transit facilities as part of a list of vertical construction projects.

Specifically, the President called for all parties to stimulate infrastructure value totaling $1.5 trillion by building “gleaming new roads, bridges, highways, railways, and waterways across our land.” The message was clear: Every level of government and newly engaged private investors will be needed to reach this ambitious goal over the next decade. It will require a dedicated public and private sector funding stream to support projects and upgrades from rural areas to the largest cities and states. Local, state, and federal governments will need to pass appropriation bills through 2030 and beyond to meet and sustain such a historic program if it is to succeed.

Federal incentives would attract greater investments and innovation.

The Administration is expected to transmit the plan to Congress in the coming weeks. Outlines of the plan emerged in an overview recently released by the White House, which included a fact sheet along with the budget request, and recent discussion drafts that were circulated among policymakers. These documents reflect a novel strategy in leveraging a small amount of federal spending—up to $200 billion over 10 years—to attract greater investments by state and local governments.

Many infrastructure experts find this novel approach reflects an untested rethinking of the federal government’s role in infrastructure funding. Optimistically, states and local governments desperate for federal and private infrastructure investment hope the plan could potentially unleash a wave of innovation and funding. State and local governments will seek to take advantage of the new federal incentives—including through public-private partnerships and other alternative financing methods.

The plan would also make targeted investments in rural infrastructure and “transformative” projects, as well as provide additional support for a variety of existing infrastructure financing tools, such as the Transportation Infrastructure Finance and Innovation Act and Water Infrastructure Finance and Innovation Act programs and the tax-exempt private activity bonds that are used to finance many projects.

Just as important as the large amount of money needed by all partners to this effort is the Administration’s intentions with respect to infrastructure regulation and permitting. Through an executive order issued last year, the president has already established a two-year goal for completion of the environmental review process for major projects. The additional reforms the Administration is contemplating in its infrastructure plan would go even further.

The anticipated plan on Capitol Hill will be making changes to the underlying federal statutes to significantly streamline and accelerate project approvals. With most permit and review requirements resulting from state and local laws and regulations, this federal remedy will not be easy to achieve.

The Administration’s infrastructure package will be the subject of numerous hearings this spring in Congress with the goal to pass a congressional version by summer.

SMACNA members can weigh in to encourage greater federal support for public building infrastructure and more infrastructure investment in general by contacting their legislators on SMACNA’s Take Action webpage, www.smacna.org/advocacy/take-action.

Welcome aboard!
SMACNA convention to open on celebrated aircraft carrier

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view of the skyline, Coronado Island, and the San Diego Bay bridge.

During the reception, attendees will be able to climb into a real jet cockpit, dog-fight in a full-motion flight simulator, take a docent tour, climb aboard a F/18 simulator to fly in a “Screaming Eagle,” and watch a film on the Battle of Midway. Attendees can also stroll among 30 restored propeller airplanes, jet fighters, and helicopters from World War II to Operation Desert Storm.

SMACNA will provide transportation to the U.S.S. Midway Museum, for those that don’t wish to take the 10-minute walk along the waterfront from the convention hotel.

The convention takes place at the San Diego Marriott Marquis and Marina in San Diego, known as “Navy Town, USA,” the largest home port to U.S. Navy ships in the world. More than 50 Navy ships lie at anchor less than a mile away straight off the U.S.S. Midway Museum’s bow.

The opening reception marks SMACNA’s historic 75th Annual Convention and promises to be a breath-taking, life-long memory that attendees and their families will not soon forget.

Convention registration opens on the SMACNA website on April 2.

New white paper
Discover the impact of prefabrication on productivity

The New Horizons Foundation’s white paper, The Impact of Prefabrication on Productivity, provides the answer to the relationship between productivity and prefabrication.

Based on an industry survey, case studies, and productivity and prefabrication analyses,
Welcome 2018 Associate Members!

Platinum

It's Our Business to Protect Yours
FEDERATED INSURANCE

VICON

Gold

DAIKIN

MESTEK MACHINERY

Milwaukee

DEWALT

Titus

GREENHECK

Redefine your comfort zone.™

Johns Manville

A Berkshire Hathaway Company

Silver

AUTODESK

OWENS CORNING

FIRESAFE FIRE RATED DUCTWORK

FAST Est. Inc.

Estimating Software

SAMProSoftware

FABRICATION THAT PERFORMS

K-FLEX USA

DURO DYNE

Sheet Metal Connectors, Inc.

IDEAL TAPE

CLWARD

Trimble

Applied Software

retrotect

MBX

RHUMBIX

BTM COMPANY

Bronze

MAJESTIC STEEL USA

DUCTMATE Industries, Inc.

GRIPPLE
Welcome New 2018 Associate Members!

SMACNA welcomes new and returning Silver Associate Members Firesafe Fire Rated Ductwork of Haslingden, Lancashire, UK, and Ideal Tape Co. of Lowell, Mass.

SMACNA Associate Members benefit from valuable business partnerships with SMACNA member contractors. For information on how to join, visit SMACNA’s Associate Member webpage and contact Scott Groves (sgroves@smacna.org / (770) 576-4971).

Start your successful partnership with SMACNA today.

Being responsive to members’ needs
An interview with Trenton Yarbrough of Titus

An innovator in the science of air distribution, SMACNA Premier Partner Titus develops smart technology products that use natural resources.

Founded in 1946 in Plano, Texas, Titus focuses on creating technologically advanced air management products in response to customer requirements. Their products include diffusers, registers, displacement ventilation systems, chilled beams, and underfloor systems.

We asked Titus’s National Sales Manager, Trenton Yarbrough, how they can help SMACNA members raise the bar, be more competitive, and solve their challenges.

What challenges can you help SMACNA members solve?

Titus’s product innovations are quicker to install and require little to no maintenance, saving contractors time and money.

We create energy harvesting products, which equate to quicker install times and little or no serviceability.

Our latest innovations are powered by ambient light. There are no batteries, no wires, and no electrical to run. It is self-sufficient and a quicker installation. Also, with products targeted to specific markets, such as institutional or school work, their retrofits and direct replacements require no maintenance.

What separates you from the competition?

Well, that answer is pretty simple. Our innovative products are designed specifically for contractors.

Our strength is collaboration as well. We provide options to include features that contractors would like to see in our products. They would be surprised at how quickly we can implement these changes.

What products and services can help SMACNA contractors?

We are the premier innovator in our industry. We have an array of products that focus on all SMACNA’s market sectors. And our products can be installed more quickly and require less maintenance. That is what separates us—we have products that no one else has.

Our Eos diffuser wakes up every two minutes to check the temperature of the air coming in. If it is hot or cool, it will respond. It does it all without a thermostat, without any batteries, without any wires.

How can you help SMACNA members be more competitive?

Titus is developing new ways to attract young people to the industry.

Our digital outreach has been successful in attracting labor to the trades. We bring a lot to the table in terms of appealing to millennials in making HVAC and ductwork appealing. We know how to integrate technology to grasp their attention that way.

Also, from participating in training and sharing some of our expertise or donating equipment to help them work on a project, we can completely meet our members’ needs.

What is your best advice to SMACNA contractors?

Don't be afraid to take a look at what we can do to help you every day. We have products that can help you get off the job quicker. We make quick installation possible. We focus on products that can be installed without tools and products that don’t require maintenance.
**SMACNA Board approves dynamic new initiatives for 2018**

**Student chapters, women’s council summit, leadership development program**

Several new and exciting initiatives were approved at SMACNA’s Board of Directors meeting on Jan. 15, 2018. They cover a wide range of topics that will benefit SMACNA members and the industry at large:

1. SMACNA is creating a new role of Chapter Support Representative who will work with SMACNA chapter executives, labor committees, and leadership to facilitate more constructive and effective labor-management relations.

2. SMACNA’s Women in Construction Leadership Council plans to organize and hold a summit this summer to further develop and discuss their mission and future goals.

3. SMACNA National will partner with existing SMACNA chapters to establish student chapters in pilot areas. These new student chapters will expose college students to careers in the sheet metal and HVAC industry.

4. SMACNA is preparing to celebrate its 75th anniversary year, which begins immediately following the 2018 Annual Convention. SMACNA will be developing special communications and events to celebrate throughout the year.

5. SMACNA will be publishing a 2018 Financial Survey Report after several years in hiatus. This year’s report will gather three years of data to provide users with year-over-year comparable information. The consultants from Henry & Home will also provide analytical commentary to summarize all the findings.

6. SMACNA is launching a new Leadership Development Program developed in conjunction with the University of North Carolina’s Kenan-Flagler Business School. This intensive four-day program will be offered in May 2018 and provides training for individuals identified as potential future leaders in developing leadership awareness, leading your strategy for success, talent management/acquisition, retention and succession planning, developing executive presence, leading innovation and growth, and leading change.

7. SMACNA will be launching the next level of development in project management training, the Advanced Project Managers Institute. This two-and-a-half-day program is for previous Project Management Institute attendees (although not a prerequisite) and will focus on the impacts of productivity on profit, project tracking, accurate forecasting, becoming a person of influence, coaching and performance management, and negotiation skills.

8. SMACNA will be revising several documents this year including several sections of the HVAC Systems—Understanding the Basics Manual, which includes updated links and resources to be more useful for construction schools and universities.

SMACNA’s Board of Directors meets three times a year to review, discuss, and help develop strategic plans, policies, budgets, and fundraising on behalf of the association. Watch for more information on these and other SMACNA initiatives throughout the year.

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**New white paper**

**Discover the impact of prefabrication on productivity**

Continued from page 4

this recent report offers a set of best practices to enable HVAC and sheet metal contractors to optimize the use of prefabrication for peak productivity.

The paper also identifies the impact of prefabrication on both field and office operations for HVAC and sheet metal contractors. The effect of using prefab with lean construction, building information modeling (BIM), and virtual design and construction (VCD) is also explored.

This report also includes suggested tactics for HVAC and sheet metal contractors who are new to prefabrication, for those who want to dramatically increase their prefabrication efforts, and for those who are advanced prefabricators.

SMACNA members may download their free copy in the New Horizons Foundation store: www.newhorizonsfoundation.org/bookstore.
SMACNA Board member: James E. Hall of Waukee, Iowa

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and Balancing in 2002 from a colleague I met through the SMACNA Central Iowa chapter.

The best business advice you ever received: Company health is all about cash flow.

The thing people notice first about your shop and office: The modern and open design and HVAC installation. Our office doubles as a training facility. The HVAC system is exposed for all to see and for ease of access. All variable air volume boxes, ductwork, air handling units, fans, coils and pumps are visible throughout the building to showcase all the components of the HVAC system and the work we perform.

What is most rewarding about being in this industry? The relationships with manufacturers, contractors, owners, engineers, and professional associations. I am amazed at how our paths have crossed—and still cross—in our industry. I look forward to sharing these relationships with today’s youth to help promote and grow our industry.

What is most challenging? The market is ever-changing, and the peaks and valleys of the economy make our workload scheduling and individual project scheduling a dynamic daily and monthly challenge. Also, servicing a large geographical area can get challenging at times. I’ve found nothing beats a face-to-face meeting when trying to sort out system and project challenges.

What technology has changed your business? The internet and the communication protocols with the computing systems. Another industry change/improvement has been the use of variable frequency drives and ECM motors and direct drive motors. On fan systems, the elimination of sheaves and belts coupled with the flexibility of ease of fan speed change with the VFD and ECM motor allows for a more efficient TAB and Cx process.

Your secret to running a successful business: Provide a team atmosphere and always let the team know no one is more important than anyone else. We all can help and learn from each other. That includes me!

Your favorite mottoes: “Adapt or die” and “The glass is half full.”

Who are your heroes, and why? My mom, dad, and sister. They all have provided a great foundation that helped form who I am today.

What is something you look forward to? I always look forward to time with my son, daughter, and wife. Owning a small business takes a lot of personal time, so I always value family time.

There is nothing better than: A day of golf, a fine cigar, and a Guinness.

Mr. Hall shares his technical knowledge by serving on a variety of SMACNA committees. They include SMACNA’s Technical Resource Committee, the HVAC Total System Air Leakage Task Force, the HVAC Systems Applications Task Force, and the NEMI/NEMIC Building Envelope Task Force. He also served as the SMACNA representative on the Indoor Air Quality Design Guide Committee for the ASHRAE Special Project 200 IAQ Design Guide.

A leader in his local chapter, the Sheet Metal Contractors of Iowa-Central Iowa (SMCI), he credits former SMCI Executive Director Dennis Hogan with introducing him to the owner of Systems Management and Balancing, who gave him the chance to purchase the company in 2002. Mr. Hall has served as the SMCI state president, on the state board of directors, and as Central Iowa chairman. He was on the Scholarship Committee and served as chapter councilor to SMACNA’s Council of Chapter Representatives. He is active in supporting West Des Moines Community Schools and the National Kidney Foundation.

To get involved in SMACNA committees and task forces, visit smacna.org and go to “Board/Committee Application Forms” under “About Us.”

SMACNA credited in bipartisan effort to give retirement options to workers

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are not required to implement these measures. H.R. 723 would require agencies to implement these energy-saving measures, if they are cost-effective.

Under the performance contract financing system, private sector service companies finance and install new energy efficient equipment at minimal or no upfront cost to the federal government. Federal agencies then repay this investment over time with funds saved on utility costs.

SMACNA members can show their support for this bill and additional legislation by contacting their legislators on SMACNA’s Take Action webpage, www.smacna.org/advocacy/take-action.

For more information or questions, contact SMACNA’s Legislative team at (202) 547.8202.
New SmartMarket Report highlights emerging trends in safety

The new SmartMarket Report, titled Safety Management in the Construction Industry 2017, explores the safety-related practices and emerging trends that are making a positive impact on the construction industry today.

SMACNA was a research partner on the report, which contains information on safety cultures, prevention through design (PiD), building information modeling (BIM), mobile technology and tools, virtual reality, and more. The report is based on surveys of 334 contractors and 108 architects and was prepared by Dodge Data & Analytics.

Key findings include:

- A continuing shift toward engaging jobsite workers in safety programs.
- Increasing evidence for the relationship between safety-related investments and improved project outcomes.
- Toolbox talks continue to be the most effective means of communicating with jobsite workers about safety.

In addition, Donna Laquidara-Carr, research director with Dodge Data & Analytics, will provide an overview of the SmartMarket Report at SMACNA’s Council of Chapter Representatives Meeting in Boston in June.

Her discussion will focus on the findings, case studies, graphs, and tables that present a wealth of information to assist companies in understanding the pros and cons of how safety interacts with the processes and technology used in the construction industry today.

For more information, contact Mike McCullion, SMACNA director of safety and market sectors, at (mmccullion@smacna.org / (703) 995-4027).

SMACNA Contractor of the Year supports Women’s Leadership Council

Angela Simon, Western Allied Mechanical, Menlo Park, Calif., (right), recognized Milt Goodman, ACCO Engineered Systems, Glendale, Calif., recently for his generous donation to the Women’s Leadership Council in San Francisco. Mr. Goodman received SMACNA’s 2017 Contractor of the Year award. (See article in SMACNews online.)

2018 Safety Survey now open to U.S. and Canadian members

SMACNA’s annual Safety Survey Report is a valuable resource that many SMACNA contractors use to gage the impact of their safety culture. The Safety Survey is now live on the SMACNA website and SMACNA encourages members to input their company’s safety data.

Member responses ensure a rich quantity of information and are critical to the success of the program. Members can find the information needed in their 2017 injury and illness records. Submitting the survey is quick, easy, and confidential. After completing the online survey, members will also be able to print out a copy of their survey data.

Since each country collects injury statistics differently, the online survey is open both to U.S. and Canadian members. Simply select the state or province and participants will be directed to the correct Safety Survey for their country.

All entries must be received by May 4.

The results of the survey, the 2018 Safety Statistics Profile, will be available free to members later this summer. Members can visit SMACNA’s Safety webpage to see Safety Statistics Profiles from previous years.

Submit the survey online today. For more information, contact Mike McCullion, SMACNA’s director of market sectors and safety (mmccullion@smacna.org / (703) 995-4027).

SMACNA Safety Committee members recognized for safety achievements

Two SMACNA Safety Committee members are among this year’s regional winners of the SMOHIT 2018 Safety Matters Awards.

Safety award-winner Ralph Natale of McKamish Inc., Pittsburgh, Pa., is being recognized for protecting the safety and health of sheet metal and HVAC workers for 30 years. His devotion to implementing safety and health programs, procedures, and training has resulted in significant reductions in hazards and related exposures to SMART union workers. As chair of SMACNA’s Safety Committee, he leads a team of eight safety professionals that addresses and finds solutions to important safety and health issues in the sheet metal and HVAC industry.

Safety award-winner Dominic Caminiti of University Mechanical and Engineering Contractors Inc., Tempe, Ariz., was selected for his industry-leading safety culture and successful field observation program. University Mechanical is adamant that “at risk” behaviors and conditions be identified early on—before injuries and incidents occur—protecting the safety and health of their workers. Mr. Caminiti is also a member of SMACNA’s Safety Committee and a longtime supporter of industry safety efforts.

Additional 2018 regional safety winners include both companies and individuals: Jeff King of VM Systems, Toledo, Ohio; John Santivasci of SMACNA contractor CMC Sheet Metal, Capitol Heights, Md.; Larry Kinnon of SMACNA member McKenney’s Inc., Atlanta, Ga.; Donald Steltz of the Western Washington JATC, Everett, Wash.; SMACNA companies A.O. Reed and Co., San Diego, Calif.; DMI Companies, Charleroi, Pa., and Limbach Co., Pontiac, Mich.; as well as several employees of H.M. White Co., Detroit, Mich.

The SMOHIT Safety Matters Awards recognize both individuals and companies for outstanding contributions to safety and health in the sheet metal industry. Current and past winners include SMACNA member companies, company employees, training center coordinators, and safety managers and directors.

The awards are presented during the SMOHIT annual Safety Champions Conference, Feb. 26-27, in Scottsdale, Ariz. If you are interested in attending the SMOHIT Safety Champions conference, contact SMACNA’s Director of Market Sectors and Safety Mike McCullion (mmccullion@smacna.org / (703) 995-4027), or visit the SMOHIT website, www.smohit.org/2018-safety-champions-conference.
SMACNA reminders

February 2018
- Business Management University – Feb. 25-March 1, Tempe, Ariz.

March 2018
- Collective Bargaining Orientation – March 13, Dallas
- Association Leadership Meeting – March 15-16, Irving, Texas
- Supervisor Training Academy – March 19-21, St. Louis

April 2018
- Project Managers Institute – April 22-25, Raleigh, N.C.

May 2018
- Safety Surveys Due – May 4
- Financial Boot Camp – May 6-9, Tempe, Ariz.

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

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

Future SMACNA Conventions
- 76th Annual Convention – Oct. 20-23, 2019, JW Marriott, Austin, Texas