New President Lansdell: Focusing on future leaders

At the annual business meeting, SMACNA’s incoming President Joseph Lansdell shared how SMACNA is getting the next generation of leaders ready to lead the industry.

“How can SMACNA help us seek out and mentor these bright young minds? How can we download the information that was gained over many years of hard knocks into the brains of our next generation, those young vibrant individuals? What can SMACNA do to help foster the engagement of the next group of people within your companies?”

Continued on page 2

Convention grand slam features top industry leaders, new president

SMACNA’s 73rd Annual Convention in Phoenix exceeded all expectations, offering four exciting days of robust educational sessions, business meetings, networking, award ceremonies, an expanded Product Show, high-energy entertainment, and perfect weather.

More than 1,000 people attended, the second-largest number of attendees in recent history.

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Angela Simon honored as Contractor of the Year

For her years of active, dedicated leadership, Angela Simon, president of Western Allied Mechanical, Menlo Park, Calif., was honored with SMACNA’s Contractor of the Year award at the annual convention in Phoenix.

“Angie’s a construction firm president and a mechanical contractor who is not satisfied sitting on the sidelines,” said 2016 SMACNA President Guy Gast. “Just as SMACNA is dedicated to bringing young people into the association, Angie has established an exceptional mentoring program at her company where the interns are involved in a project from start to finish.”

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President Gast passes gavel to incoming President Lansdell

SMACNA 2016 President Guy Gast (left) transfers the responsibilities of the office of SMACNA president to incoming 2017 President Joseph Lansdell.

Kevin O’Dorisio is Chapter Executive of the Year

Kevin O’Dorisio, executive director of the SMACNA Southern California chapter, received the Petersen-Dunn Award as Chapter Executive of the Year at the annual convention in Phoenix.

“Two neighboring SMACNA chapters, SMACNA-Los Angeles and Orange Empire SMACNA, called on Kevin’s expertise and collaborative skills to merge them into one cohesive organization earlier this year.”

Continued on page 2
New Executive Committee for 2016-2017

SMACNA’s new Executive Committee members are (left to right): Vice President Angela Simon, Western Allied Mechanical, Menlo Park, Calif.; Secretary/Treasurer Nathan Dills, ACP Sheet Metal Co. Inc., Oklahoma City, Okla.; Immediate Past President Guy Gast, The Waldinger Corporation, Des Moines, Iowa; President Joseph Lansdell, Poynter Sheet Metal Inc., Bloomington, Ind.; President-Elect Jack Knox, R.F. Knox Company Inc., Smyrna, Ga.; and Vince Sandusky, CEO, SMACNA National.

Legislative award winners recognized

John Sickle named Legislative Contractor of the Year

For his efforts in boosting the visibility of SMACNA’s highly trained workforce, SMACNA recognized John E. Sickle Jr., owner and president of Duct Fabricators Inc. and Ohio Fabricators Inc., Cleveland, Ohio, at the annual convention as Legislative Contractor of the Year.

“When the Republican National convention was to be held in Cleveland, John created a visible role for SMACNA,” 2016 SMACNA President Guy Gast said. “John was a driving force in SMACNA Cleveland’s effort to boost political leaders’ appreciation of SMACNA’s role in providing a highly skilled workforce. It was an unprecedented and enormously successful event.”

Tony Adolfs is Chapter Executive Legislative Advocate

Tony Adolfs, executive director of SMACNA Greater Chicago, was named Chapter Executive Legislative Advocate of the Year.

“Tony is a standout legislative and political leader,” said 2016 SMACNA President Guy Gast.

“He is a coalition-builder with a distinguished record and industry problem-solver for his members and the industry.”

Mr. Adolfs received SMACNA’s Chapter Executive Legislative Advocate award in 2003 and was named Chapter Executive of the Year in 2015.

See the 73rd Annual Convention photos on the Flickr website at www.flickr.com/photos/smacna

New President Lansdell: Focusing on future leaders

Continued from page 1

“To address that need, SMACNA will revisit its strategic plan and use that as a vehicle to structure future leadership and mentoring programs. In addition, the plan will focus on increasing market share and preparing us for the opportunities that lie ahead.”

Read 2017 SMACNA President Lansdell’s entire speech in November SMACNews online.

Angela Simon honored as Contractor of the Year

Continued from page 1

“Helping women develop into leadership roles is one of SMACNA’s initiatives and Angie stepped up to co-chair SMACNA’s Women in Construction Leadership Council getting the fledgling group off to a solid start.”

“In fact, she is the first woman to be honored as SMACNA’s Contractor of the Year,” Gast noted. “We are recognizing her today, not because she’s a woman, but because she is the right and most deserving person for this award.”

Angie’s husband, Michael, made an unscheduled, surprise appearance and presented her with SMACNA’s recognition plaque.

Listen to her experiences in the sheet metal industry in the Snips podcast, “Breaking through the Sheet Metal Ceiling.” Click on Multimedia/Podcasts at www.snipsmag.com.

Kevin O’Dorisio is Chapter Executive of the Year

Continued from page 1

SMACNA 2016 President Guy Gast said. “The result is the second-largest chapter in SMACNA.

“Kevin found the middle ground that would make the merger a reality and skillfully led a collaborative effort on all fronts. Thanks to his expertise, the members of this new SMACNA chapter, SMACNA Southern California, are the beneficiaries of a stronger more united group as a result of his unselfish efforts.”

Holidays observed

The SMACNA National offices will be closed on Thanksgiving Day, Thursday, Nov. 24; and on Thanksgiving Friday, Nov. 25.
Convention grand slam features top industry leaders, new president

Continued from page 1

The Product Show also saw an increase in exhibitors and introduced popular new live and silent auctions, where contractors found great deals on the latest industry machinery, software, and equipment.

Industry thought leaders presided over standing-room-only educational sessions, including Dr. Thomas Schleifer, Michael McLin, Jake Appelman, Brigham Dickinson, Rob McKinney, and Julie Lewis, to name only a few. They discussed the new era of customer service, best-in-class prefabrication systems, leadership and strategic thinking, delivering the “wow” in customer service, digital management in the cloud, and making a difference in global development.

Comedian Ryan Hamilton opened the convention, Bronze Star winner Daniel Rodriguez shared how to use adversity to fuel your dreams, and legendary band The Doobie Brothers rocked the convention to a successful close.

Four members were elected to serve on the Board of Directors at the annual business meeting Oct. 19. Serving four-year terms are: Brian Flquetsch, Sunset Air Inc., Lacey, Wash.; Ken Groeschel Jr., Butters-Fetting Co. Inc., Milwaukee, Wis.; John Raught, Northstar Environmental Ltd., Beaver, Pa.; and Scott Vidimos, Vidimos Inc., East Chicago, Ind.

Convention crushes it with another successful Product Show

SMACNA’s annual Product Show at the convention in Phoenix featured one of the largest collections of new innovations in the market today. SMACNA contractors had many opportunities to talk directly to vendors and suppliers about their specific needs.

Sixty-two companies displayed their products and solutions on Tuesday, Oct. 18, at the JW Marriott Desert Ridge. These state-of-the-art products and services will help SMACNA contractors be more efficient on the job, in the shop, and in the office. Eleven exhibitors presented the latest information about their products and services during the New Technology Sessions held on the show floor.

Many thanks to the SMACNA chapters who hosted the Product Show’s opening breakfast. And thank you to the sponsors of our lunch and raffle prizes. Three winners left with a DJI Quacopter Drone or a GoPro HERO 4.

And, new this year, convention attendees were invited to share in the PAC Auctions that took place during the Product Show. This was a complement to the long-standing PAC Auction on Monday evening during the convention.

Both live and silent auctions took place on the Product Show floor. All donated machinery, equipment, and services, along with bid sheets, were displayed in each participating exhibitor’s booth.

The bidding fostered a lively atmosphere at the Product Show. Funds raised support SMACNA’s efforts to inform members of Congress on the issues important to our industry.

If you are an industry supplier, consider exhibiting at the 2017 Product Show in Maui, Hawaii, where you will promote your latest products one-on-one with industry leaders. Contact Kristina Unger at (770) 632-0026 or kunger@smacna.org.

Quotable quotes: Nuggets of wisdom from 2016 Annual Convention

“Time to make hamburger out of sacred cows.” “Accidents are caused by people looking for stuff—tools, materials, information.” – Michael McLin on Transforming Your Organization for the Future (HVAC Contractors Forum)

“An outstanding company gives people what they want as opposed to what they ordered.” “Create an environment that your employees would be crazy to work anywhere else.” – Brigham Dickinson on the Power of Selling an Experience (Residential Contractors Forum)

“If you don’t get the enclosure right, you’re not going to get these other things right.” – Colin Murphy, How Building Envelope Commissioning Supports a Functioning Building (Architectural Contractors Forum)

“We really make strategic decisions in an emotional, intuitive way, but we tell ourselves we make decisions based on logic and data.” – Jake Appelman, Leadership and Strategic Thinking

“Size does matter regarding the 179D deduction. The size of the building will drive the amount of the deduction.” – Ronald Eager, Reaping the Reward, Federal Tax Laws That Can Boost Your Bottom Line

“When they see a woman come in and train and supervise men, it opens up a whole new world for these women. Their ideas and possibilities for their own lives greatly expand.” – Julie Lewis, Making a Difference: Women in Construction, Leadership, and Global Development

“Who makes a good service technician? Someone who understands the market and can relate to the homeowner. A good personality is necessary.” – Ron King, Strategies to Achieve a Profitable Residential/Light Commercial Service and Retrofit Department

“Sit down in a quiet moment and think about the business and where you intend to go.” – Brian Moore, Successful Marketing and Business Development Strategies (New Horizons Foundation project)
SMACNA outgoing President Guy Gast’s remarks at the business meeting celebrated the character, quality, and passion of all the people who deliver the association’s products and services, our young contractor leaders of the future, and our labor partners. “In my travels this year, I met many of you—contractors, chapter executives, labor leaders, SMACNA staff, and partners in our industry. If an abundance of character, quality, and passion is a guarantee of success, then we indeed have a bright future.” Read his entire speech in November SMACNews online.

SMACNA CEO: We have good reason for optimism

“Our number one issue is still pension reform,” said SMACNA CEO Vince Sandusky at the convention business meeting. “We are in a very exciting phase with good reason for optimism.” Read SMACNA CEO Vince Sandusky’s entire speech in November SMACNews online.

Daniel Rodriguez: ‘You’ve got to be positive, you’ve got to believe.’

At the convention’s opening luncheon, Bronze Star and Purple Heart-winner Daniel Rodriguez shared the story of how he found his way out of darkness to keep a promise to his best friend.

Wild, Wild West event tames attendees

An award-winning Native American hoop dancer honored Native American traditions at the convention SMAC PAC dinner.

Product Show presents new innovations

SMACNA’s 2016 Product Show featured 62 exhibitors who demonstrated the industry’s newest innovations. The show included a new live and silent auction, high-tech raffle prizes, new technology sessions, and demonstrations of the latest equipment.
SMACNA recognizes safety achievers

Congratulations to SMACNA’s first-place 2016 Safety Excellence Award winners, who were recognized for their outstanding safety and health performance and chapter participation at the 73rd Annual Convention in Phoenix. In addition to its U.S. companies, SMACNA is proud to recognize the safety excellence of SMACNA members in Canada.

Representatives for the first-place 2016 Safety Excellence Award winners included (front row, left to right): John Santivasci Jr., CMC Sheet Metal Inc., Capitol Heights, Md.; Bill Reardon, accepting for Cromedy Construction Corp., Philadelphia; Mark Watson, Climate Engineers, Hiawatha, Iowa; Scott Kienast, Bel-Aire Mechanical Inc., Phoenix; and Darryl Stewart, accepting for Modern Niagara of Ontario Canada. (Top row, left to right) Mike Corrigan Jr., Lyon Sheet Metal Inc., St. Louis, Mo.; William Roney, Apollo Mechanical Contractors, Wilsonville, Ore.; Mike McCullion, SMACNA’s director of market sectors and safety; Bob Johnston, accepting the Chapter Participation award for SMCA of Philadelphia and Vicinity; Mark Huberty, Corval Group, St. Paul, Minn.; and Jeff Link, NorPac Sheet Metal, Billings, Mont.

College of Fellows welcomes new members

In recognition of their service in advancing the sheet metal industry, SMACNA’s College of Fellows inducted five individuals at this year’s convention in Phoenix. Election to the College is a high honor, recognizing years of dedication and service.

College of Fellows inductees and their family members include (left to right): SMACNA College of Fellows Foundation Chair Howard Stine, Thomas Schleifer Ph.D., Sophann Schleifer, Thomas Gunning, Rosemary Gunning, Guy Gast, Deana Gast, Matthew Cramer, Sharon Cramer, and Bill Ecklund of Felhaber Larson, accepting the honor (posthumously) for Stephen J. Burton.

New Board of Directors

The newly elected members of SMACNA’s Board of Directors are (left to right): John Raught, Northstar Environmental Ltd., Beaver, Pa.; Scott Vidimos, Vidimos Inc., East Chicago, Ind.; Ken Groeschel Jr., P.E., Butters-Fetting Co. Inc., Milwaukee, Wis.; and Brian Fluetsch, Sunset Air Inc., Lacey, Wash.

Retiring Board members

SMACNA 2016 President Guy Gast recognized four retiring members of SMACNA’s Board of Directors for their excellent, dedicated work.


Comic Ryan Hamilton opens convention

Ryan Hamilton riffed on the perils of being single, hot air ballooning in a wicker basket, losing his contacts while skydiving, growing up in an Idaho small town, and his childhood adventures.

“I see you’re going to Maui next year,” he said of next year’s convention. “Thanks a lot! We’ll pick him for Phoenix, he’s not Maui material.”

SMART General President: Looking to future growth

SMART General President Joseph Sellers’s Labor Forum remarks provided an update on the pension fund, the new SMART Heroes program, Helmets to Hard hats, women in the trades, capturing new markets, industrial market opportunities, regional health-care plans, the Code of Excellence, and the Peer-to-Peer Member Assistance Program.
New rules to play by for federal contractors

The rules for federal contractors are changing. If you work with the federal government, you may have to comply with two new requirements—the new rules on “Fair Pay and Safe Workplaces”

SMACNA’s Labor Relations Department has prepared guidance on both these new regulations, available on SMACNA’s Labor Relations webpage. Serious consequences may arise for contractors who fail to follow the new regulations.

On Aug. 25, the U.S. Department of Defense, the General Services Administration, and the National Aeronautics and Space Administration (FAR Council) released the final rule implementing the “Fair Pay and Safe Workplaces” executive order.

The executive order calls for federal agencies to consider a contractor’s compliance with labor law as part of its responsibility determination when awarding procurement contracts for goods and services, including construction.

Guidance prepared by SMACNA’s Labor Relations Department on the Fair Pay and Safe Workplaces executive order is available on the HR and Employment Law section of SMACNA’s Labor Relations webpage.

On Sept. 30, the U.S. Department of Labor’s Wage and Hour Division (DOL) released the final rule “Establishing Paid Sick Leave for Federal Contractors.”

The rule (Executive Order 13706) requires contractors working on federal contracts to provide paid sick leave to certain employees.


SMACNA encourages all members who do federal work to become familiar with the guidance and review and revise their internal practices in consultation with local counsel.

For questions on these new rules, contact Joye Blanscett in SMACNA’s Labor Relations Department (jblanscett@smacna.org / (703) 803-2980).

Welcome newest Associate Member!

SMACNA is proud to welcome its newest Bronze Associate Member, Conklin Metal Industries of Atlanta, Ga.

With more than 140 years of selling metal products, Conklin Metal Industries is a distributor of all types of sheet metal, HVAC, and duct fabrication supplies with 10 branches in the southeastern United States.

Introducing SMACNA’s technical eLibrary subscription service

Annual subscriptions to SMACNA’s 37-title technical library are now available in the cloud. Sign up for individual titles, bundles of your most frequently referenced standards, or the entire eLibrary. Check it out on the SMACNA website today.

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Visit: www.smacna.org/subscriptions and get started today. SMACNA members should log in as a SMACNA member to receive special member information.

Convention exceeds expectations

More than 1,000 people attended SMACNA’s 73rd Annual Convention in Phoenix, Oct. 16-19, the second-largest number of attendees in recent history. Attendees participated in four stimulating days of business sessions, the annual business meeting, awards, entertainment, and an expanded Product Show.

Conklin Metal Industries of Atlanta, Ga.

With more than 140 years of selling metal products, Conklin Metal Industries is a distributor of all types of sheet metal, HVAC, and duct fabrication supplies with 10 branches in the southeastern United States.
### Thank You 2016 Associate Members!

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SMACNA reminders

December 2016
- Council of Chapter Representatives – Dec. 4-6, Amelia Island, Fla.
- Industry Fund Seminar – Dec. 6, Amelia Island, Fla.

January 2017
- Chapter Executive Institute – Jan. 29-Feb. 1, Maui, Hawaii

February 2017
- Collective Bargaining Orientation – Feb. 23, Dallas

March 2017
- Supervisor Training Academy – March 20-22, St. Louis

April 2017
- Project Managers Institute – April 23-26, Raleigh, N.C.

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