SMACNA’s 2017 Mid-Year Report now available online

Reminder: Federal contractors required to provide paid sick leave

Federal contractors need to be prepared to comply with the U.S. Department of Labor’s final rule “Establishing Paid Sick Leave for Federal Contractors.” The rule, established by the Department’s Wage and Hour Division, went into effect for most federal contracts entered into on or after Jan. 1, 2017.

While it was anticipated that the new Administration would rescind this rule, that has not occurred, nor is there any indication that it will happen soon. Accordingly, federal contractors should prepare to comply with the Department of Labor’s (DOL) final rule.

Contractors who disregard the new requirements can be subject to debarment, among other penalties. The rule implements Executive Order 13706, which requires contractors that are working on federal contracts to provide paid sick leave to certain employees.

In general, the rule:

• Requires that employees of contractors, or subcontractors, working on, or in connection with, federal contracts accrue not less than one hour of paid sick leave for every 30 hours worked.

Updated “Thermoset FRP Duct Construction Manual” available

The second edition of SMACNA’s “Thermoset FRP Duct Construction Manual” is now available. The 228-page book is an authoritative resource that design engineers, industrial engineering departments, pollution control authorities, FRP manufacturers, and installation contractors can rely upon for the proper selection, manufacture, and installation of FRP duct systems.

This American National Standard (ANSI/SMACNA 011-2017) contains language, tables, and details for the construction of hand lay-up, spray-up, and filament wound FRP ductwork from 30 inch wg negative pressure to 30 inch wg positive pressure. Round ductwork

Meets with...

Washington Gov. Jay Inslee

In a huge win for SMACNA contractors, SMACNA-Western Washington recently joined Washington State Gov. Jay Inslee (D) as he signed a new bill into law that protects subcontractors. The bill, HB 1538, requires prime contractors to bond the subcontractor’s portion of retainage upon request.

Julie Muller-Neff (back row, second from left), executive vice president of SMACNA Western Washington Inc., and Kathleen Collins (back row, center), legislative consultant for SMACNA-Western Washington, along with representatives from NECA and MCA, and the bill’s sponsor, State Rep. Melanie Stambaugh (R-25th District) (front row, center), are pictured with the governor during the bill signing.

SMACNA recognizes 2017 winners for safety excellence

Each year, SMACNA congratulates its members for their outstanding performance in occupational safety and health through SMACNA’s Safety Excellence Award Program (SSEAP). With increased participation from last year, the 2017 safety survey results show that safety and health continues to be a high priority for SMACNA contractors.

SMACNA is proud to acknowledge the 2017 SSEAP winners and salute the top chapters with the highest level of survey participants. For the SSEAP, member
I’m a firm believer that every employee needs a champion

A few years ago, our firm, Poynter Sheet Metal, went through an extensive roll-out of technology from our office to our field. We anticipated multiple problems. Fortunately, the exact opposite was true. Our field staff really grabbed ahold of the new technology and began offering new ideas for using the technology to provide better results.

Currently, we have 55 field employees using tablet technology and about six in our shop. Everyone is on the same page on a project now and many of the communication barriers have been eliminated.

What did we do to experience this level of cooperation? I believe it is because we are aggressive about being champions for our employees and their educational opportunities.

That’s why our employees are familiar faces at SMACNA’s education programs. Each person who attends a SMACNA program realizes someone wants them to grow. As an employer, you become that person’s champion, investing time, money, and energy so they can excel both personally and professionally. When you are a young person, having that kind of champion leaves a lasting impression.

That’s why I want to emphasize that SMACNA’s 2018 programs have been announced. I hope you start planning to send a few people to next year’s programs. Visit SMACNA’s Events and Education webpage and select National Education for the 2018 list. (See related article on page 3.)

The 2018 National Education Programs are:

• Business Management University, Feb. 25-March 1, 2018
• Supervisor Training Academy, March 19-21, 2018
• Project Managers Institute, April 22-25, 2018
• Financial Boot Camp, May 7-9, 2018

When I became SMACNA President, I thanked a lot of people for getting me there. One group was my employees, who, as I said, “Stand beside me in making powerful decisions and are always willing to go along with me on the rollercoaster ride we know as contracting.”

I am their champion, because every employee deserves a champion.

Sincerely,

Joseph Lansdell
SMACNA President

Reminder: Federal contractors required to provide paid sick leave

Continued from page 1

• Allows contractors to limit sick leave accrual to 56 hours (i.e., 7 days) per year, but requires contractors to carry over an employee’s unused sick leave into the next year.
• Does not require contractors to pay out accrued but unused sick leave when an employee separates from employment. It does require contractors to reinstate an employee’s accrued sick leave if an employee is rehired by a covered contractor within 12 months of separation.
• Allows employees to use their paid sick leave only when working on a covered contract to care for their own physical or mental health and also to care for sick children, parents, spouses or partners, and for circumstances related to domestic violence, sexual assault, or stalking.

To assist contractors in complying with this rule, SMACNA has prepared the document “Understanding the DOL’s Rules on Paid Sick Leave for Federal Contractors” available on SMACNA’s labor relations webpage.

2017 Sheet metal contract settlements

Chapters and contractors find information on contract settlements valuable to stay up-to-date on market trends and settlements.

As of June 26, 2017, the average first-year 2017 sheet metal contract increase is 2.9 percent ($1.72). The average second-year sheet metal increase is 2.8 percent ($1.68) and the average third-year sheet metal increase is 2.7 percent ($1.68).

The average single-year settlement ranges from 77 cents all the way up to $2.90. The most common sheet metal contract term this year is three years, however, there have been three 5-year agreements and one 6-year agreement.

For additional information on 2017 sheet metal settlements, contact Jason Watson, SMACNA director of labor relations (jwatson@smacna.org / (703) 803-2981)
Reserve your seat for SMACNA’s 2018 educational programs

Be your employee’s champion so they can grow and excel. SMACNA’s educational programs will take you, your employees, and your business to the next level. Praised by members as the best in the industry, mark your calendar now for the 2018 lineup of SMACNA educational programs.

Designed exclusively for SMACNA contractors and taught by industry experts, these comprehensive, highly regarded courses offer the newest and best business, management, and financial practices in the industry. You and your employees can’t afford to miss them.

Business Management University, Feb. 25-March 1, 2018

Participants will learn the real-world business practices of running a successful sheet metal/HVAC company. With case studies and idea-sharing, this thorough program covers financial management, strategic planning, change order management, contractor survival skills, negotiation, time management, leadership, and productivity.

Supervisor Training Academy, March 19-21, 2018

Supervisors, foremen, superintendents, and critical managers will learn the attributes and core values of effective supervisors. They will learn how to motivate workers and discover the keys to effective leadership, communication, time management and productivity.

Project Managers Institute, April 22-25, 2018

Do you know the essential skills of effective project management? You’ll learn management/leadership, project planning, financial management, change order management, and standards and best practices. Discover how to build powerful project teams, master financial control, maximize profits, and develop profitable customer relationships.

Financial Boot Camp, May 7-9, 2018

Sharpen your financial skills and study financial management issues, learn how to interpret financial statements, calculate financial ratios, work with credit, develop cash flow projections, understand equipment acquisition, use financial information for strategic planning, and more.

Watch the SMACNA website for registration starting in the fall of 2017. You can register on SMACNA’s national educational programs webpage. If you sign up by the early bird deadline you will receive a discount on the registration fee. Additional attendees from the same company will also receive a discount.

For more information, contact Bridgette Bienacker, SMACNA’s director of business management and membership at bbienacker@smacna.org.

Capitol Hill Update

Performance-based contracting equals energy savings

In 2011, federal agencies were directed to issue more than $2 billion worth of performance-based contracting for energy savings over a two-year period. SMACNA supported that directive and now urges the administration to extend this program for another five years. Many of SMACNA contractors specialize in performance contracting at the local, state and federal levels.

In letters to all members of the U.S. House and Senate, SMACNA expressed enthusiastic support for S. 239 / H.R. 723, “The Energy Savings Through Public-Private Partnerships Act of 2017.” It was noted that under the performance contract financing mechanism, private sector service companies finance and install new energy- and water-efficient equipment at minimal or no upfront cost to the federal government.

House passes SMACNA-endorsed bill to boost energy retrofits in schools

Serious problems with school buildings and educational infrastructure are widespread throughout the nation with about 14 million students attending schools needing extensive repair.

In recent years SMACNA has endorsed and actively promoted a targeted, bipartisan bill, H.R. 627, The Streamlining Energy Efficiency for Schools Act of 2017. The legislation would create a one-stop-shop clearinghouse to disseminate information regarding available federal programs and financing mechanisms to help initiate, develop, and finance energy efficiency, distributed generation, and energy retrofitting projects for schools. Importantly, this legislation does not require additional spending and does not create any new federal programs. Now the bill moves on to the Senate where passage could occur before the fall.

Industrial Contractors Forum

Industrial mix–Training, technical resources, and more

The industrial market is attractive, profitable, and robust. To assist industrial contractors in making the most of these market opportunities, the International Training Institute (iTi) offers comprehensive industrial training programs.

During this informative session, “Industrial Mix–Training, Technical Resources, and More,” at SMACNA’s 74th Annual Convention, Oct. 22 to 25 in Maui, Jim Page, iTi administrator, will present the iTi’s newest online Lean for Construction awareness module along with the latest in the industrial and TAB curricula. Mike Harris, iTi program director, will cover the iTi Welder Certification Program and the training support that iTi offers.

SMACNA’s Technical Resources Department will cover updates to SMACNA’s newly published “Round Industrial Duct Construction Standards.”

Jim Page

Continued on page 5
SMACNA recognizes 2017 winners for safety excellence

Continued from page 1

The 2017 safety award winners are:

More than 500,000 hours
Corval Group – St. Paul, Minn.
Winger Contracting Co.
Ottumwa, Iowa
University Mechanical and
Engineering Contractors Inc.
El Cajon, Calif.

400,001-500,000 hours
GRP Mechanical Company Inc.
Bethalto, Ill.
Heating and Plumbing Engineers Inc.
– Colorado Springs, Colo.
Icon Mechanical and Engineering
Granite City, Ill.

300,001-400,000 hours
Broadway Mechanical Contractors
Inc. – Oakland, Calif.
Indoor Environmental Services
Sacramento, Calif.
Martin Petersen Company Inc.
Kenosha, Wis.

200,001-300,000 hours
Bel-Aire Mechanical Inc. – Phoenix
Walsh Mechanical Contractors
Abington, Mass.
Climate Engineers – Hiawatha, Iowa

100,001-200,000 hours
Westside Mechanical Inc.
Naperville, Ill.
University Mechanical and
Engineering Contractors Inc.
Tempe, Ariz.
Richards Sheet Metal Works Inc.
Ogden, Utah

50,001-100,000 hours
Schweizer Dipple Inc.
Oakwood Village, Ohio
Allison Mechanical Inc.
Redlands, Calif.
RAM Mechanical Services
Carol Stream, Ill.

25,001-50,000 hours
Air-Ex Air Conditioning Inc.
Pomona, Calif.
Bellevue Mechanical
Bellevue, Wash.
Hi-Tech Sheet Metal Inc.
Chandler, Ind.

1-25,000 hours
Air Systems Balancing and Testing
Service – Rochester, N.Y.
Eber HVAC Inc. – Johnstown, Penn.
Miller’s Smith and Losli Sheet Metal
Inc. – Aberdeen, Wash.

Chapter Participation Awards
SMCA of Philadelphia and Vicinity
SMACNA Western Washington
S/M Contractors of Iowa Inc.
Cedar Rapids

Canada Safety Excellence
Award Winners
Overall Winner
Dilfo Mechanical Ltd. – Ottawa,
Ontario, Canada

Honorable Mention
Over 100,000 hours
Vets Sheet Metal Ltd. – Edmonton,
Alberta, Canada

Honorable Mention
Under 100,000 hours
Giffin Sheet Metals Ltd. – Toronto,
Ontario, Canada

SMACNA congratulates all our award
winners on an excellent year. We
want to thank all our members who
participated in the program and
we invite all SMACNA members to
continue to strive toward the goal of
improved safety excellence.

Updated “Thermoset FRP
Duct Construction Manual”
available

Continued from page 1

sizes are expanded to include up to
96 inches diameter. For rectangular
ductwork, new duct stiffener tables are
added for easier selection.

Recognizing the increased popularity
of FRP ductwork, this expanded
dition includes commercial/HVAC
applications. Supporting this, an
underground installation section is
added as well as added language on
testing and balancing, duct sealing,
and duct leakage. Duct hangers
and support information has been
expanded and organized into a
separate chapter which now includes:
upper attachments, hanger selection
tables, channel (strut) used as trapeze,
riser support details, and more.

Appendices cover extended hanger
spacing, general information on safe
handling of thermoset fiberglass
reinforced plastic duct, and allowable
FRP defects.

The “Thermoset FRP Duct Construction
Manual,” 2nd edition, 2016, is available
in both book and PDF formats.
Subscriptions are also available. Order
online at: www.smacna.org/store

Member price is $23 for the book, $23
for the PDF, and $38 for the two
formats purchased together. Discounted prices for
architects, engineers, government, and
code officials are $110 for the book,
$110 for the PDF, and $182 for the two
formats purchased together. Non-
member list price for the book is $159
and $262 for the book/PDF combo.
The discounted price is available only
to architectural and engineering firms
and their employees provided they
are not in the contracting business as
well. (Government agencies, schools,
and universities also qualify for the
discount.)

2017 SMACNA 74th ANNUAL CONVENTION
OCTOBER 22-25
MAUI, HAWAII

www.smacna.org
Introducing SMACNA’s Downspout and Gutter Sizing Calculator

One of the most frequently asked architectural questions SMACNA receives is on sizing gutters and downspouts. In response, SMACNA’s Technical Resources Department has created a free Downspout and Gutter Sizing Calculator.

The Downspout and Gutter Sizing Calculator is located on the Tools, CAD, and Apps page of the SMACNA website.


Includes Rain Intensity Wizard

The calculator includes a Rain Intensity Wizard enabling one to select the nearest city and the information taken from the tables in the “Architectural Sheet Metal Manual.” The rain intensity according to Table 1-2 (Rainfall Data and Drainage Factors) uses a 5-minute duration for a 10-year or 100-year storm, thereby providing a worst-case scenario for the downspout and gutter design.

Since the rain intensity data is constantly being updated by the National Oceanic and Atmospheric Administration (NOAA), this calculator also allows the user to manually enter the rainfall intensity. This feature allows one to use calculations according to the local authority with jurisdiction in that area. For the most up-to-date Rain Intensity Data, visit NOAA’s website and use “Precipitation Intensity” as the data type.

Design Area Wizard

SMACNA’s new Downspout and Gutter Sizing Calculator enables the user to manually enter the Design Area of the roof or use the Design Area Wizard for the calculation. This Wizard makes it easy to calculate the roof Design Area by providing various shape calculations and the calculation for Vertical Walls area per International Plumbing Code (IPC).

The gutter and downspout size requirement depends upon the number of sections and length of the gutter sections as well as the number of downspouts. Adding additional sections of gutter reduces the length of each section and will reduce the gutter size. Also, the gutter width in relation to height may also be adjusted. Plus, adding more downspouts will change the downspout volume, resulting in smaller gutters/downspouts.

Contractor in the News

Rieck Services credits their employees for 125 years of service

SMACNA contractor Rieck Services of Dayton, Ohio, is celebrating their 125th year in business this year. Founded in the late 19th century, the business has grown with time and technology from installing sheet metal roofing and furnaces to offering a range of sheet metal and HVAC services and 200-plus employees.

Joining the family business as CEO in 1956, Harold R. Rieck Jr. now owns and directs the company, the fourth generation of Rieck family leadership. The firm still maintains the exemplary level of service his great-grandfather Herman F. Rieck began in 1892. Dubbed “The Flying Dutchman,” the elder Rieck was known for driving wildly through the streets with his horse and wagon to meet his next appointment.

Now the largest mechanical contracting company in Dayton with offices in Cincinnati and Lima, Rieck Services serves clients throughout Southern Ohio.

Mr. Rieck says he was successful in growing the business for one reason—his employees. “It’s got to be long-term employees who have the same desire and want to grow as I have,” he said. “And we have a lot of good people.” He made sure they knew they were appreciated, he said. “Good bonuses, good wages, and love,” he noted.

The firm offers high-quality heating, ventilation, and air-conditioning services to commercial, industrial, institutional, educational, and premier residential facilities. Visit their website at www.rieckservices.com.

Industrial mix—Training, technical resources, and more

Continued from page 3

the “Thermoset FRP Duct Construction Manual,” and future projects for industrial member opportunities.

The forum will conclude with an open-forum discussion and exchange of ideas led by contractor members of SMACNA’s Industrial Contractors Council Steering Committee on current and unique business and work opportunities.

There’s still time to get your early bird convention discount—register by July 15.

SMACNA’s 74th Annual Convention takes place at the Grand Wailea and Wailea Beach Resort-Marriott, Maui, Oct. 22-25, in beautiful Hawaii. Don’t miss this world-class event with top industry speakers, stimulating sessions, and golfing in paradise—sign up on SMACNA’s Annual Convention webpage today.
June 2017 Council meeting highlights

Members of SMACNA’s Council of Chapter Representatives discussed recruiting, the SMART Heroes program, a chapter labor-management training program, and exchanged valuable ideas they could take back to their home chapters at the June Council meeting.

SMACNA’s labor counsel Michael McNally of Felhaber Larson provided a comprehensive review of the Pension Benefit Guaranteed Corporation (PBGC), its role in multipurpose defined benefit pension plans, and challenges it faces in the future.

Charlie Mulcahy, SMART’s Director of Craft Services, engaged the Council in a lively, enlightening discussion on the recruiting opportunities available through the SMART Heroes program. This program provides sheet metal industry training, free of charge, to enlisted men and women of the military prior to discharge.

If your area does not allow for direct entry applicants, please encourage your local JATC trustees to review and modify their standards, so that they are able to provide sheet metal industry employment opportunities to veterans.

The first-ever SMART Heroes class is scheduled to be conducted from Aug. 15 through Sept. 29 with graduation tentatively set for Oct. 3 at the DuPont Training Center. The SMACNA Western Washington Chapter and SMART Local 66 are enthusiastic supporters of this pilot program.

Some great chapter information-sharing also took place as SMACNA Western Washington Chapter Executive Director Julie Muller-Neff shared the chapter’s Labor-Management Training Academy program with the group.

Chapter Councilors also heard updates from SMACNA National staff and speakers on legislative, labor, recruitment, training, surety bonding, and technical issues.

The Council selected meeting sites for 2019, including Park City, Utah, for the June 2019 meeting, and Palm Springs, Calif., for the December 2019 meeting.

Members may download copies of the Council presentations on SMACNA’s “For Chapter Executives” webpage.

SMACNA welcomes new Associate Members

SMACNA welcomes returning Silver Associate Members: alliantgroup of Houston, Texas, and Foster Products of Aurora, Ill.

There’s still time to reap the benefits of SMACNA Associate Membership this year.

Associate Members enjoy a high profile with industry contractors, may exhibit at SMACNA’s popular Product Show, and build profitable partnerships with the world’s top sheet metal and HVAC companies.

Take advantage of SMACNA Associate Membership today and contact Scott Groves (sgroves@smacna.org / (770) 576-4971).

New market? NHF analyses risk

The New Horizons Foundation’s (NHF) new, easy-to-use, market-entry decision framework is designed to help contractors make a rational analysis of business opportunities when they arise. It is also tailored to the specific needs of SMACNA members. Using this system will increase the probability of success.

Recently, members of SMCA of Philadelphia previewed this simple framework in a half-day workshop led by Mounir El Asmar, Ph.D., senior sustainability scientist with the Global Institute of Sustainability.

Using the NHF’s “Decision-Making Framework for New Market Opportunities: A 10-Step Process,” the group worked through how to enter a new market. They followed a six-step guide focusing on what market opportunities were right for their company. They also gained valuable advice from the experiences of more than 200 sheet metal and HVAC contractors profiled in the NHF book “Experiences from Sheet Metal and HVAC Contractors.”

Admittedly, evaluating and pursuing market entry can be full of challenges, but the NHF’s comprehensive lessons-learned list opened eyes to situations contractors might not have considered—accounting issues, speed of entry, labor considerations, cultural barriers, leadership commitment, and more.

SMCA Philadelphia President Robert Johnston had high praise for the workshop. He and his fellow contractors learned how to improve their chances of success when deciding to enter a new market, doing business in a new geographical location, adding a HVAC service division, or bringing on a new trade.

“I can’t recommend this (program) highly enough,” noted William Reardon, CAE, executive director, SMCA of Philadelphia and Vicinity. This system will increase the probability of success.

Because SMACNA is a major stakeholder and contributor to the New Horizons Foundation, SMACNA members and chapters are offered free access to NHF-copyrighted publications.

SMACNA members please visit www.smacna.org/newhorizonsfoundation. Non-members may purchase the documents at the New Horizons bookstore at www.newhorizonsfoundation.org/bookstore.
Welcome 2017 Associate Members!

### Platinum
- Federated Insurance
- Vicon

### Gold
- Daikin
- Mestek Machinery
- Milwaukee
- Titus
- Greenheck
- Quotesoft
- JM
- Johns Manville

### Silver
- Autodesk
- Durom Dyne
- Owens Corning
- Fast Est, Inc.
- Clward
- Carlisle
- Kingspan
- HCP
- Applied Software
- K-Flex USA
- Sheet Metal Connectors, Inc.
- TSI
- Foster
- Rasmuson
- Thermaflex
- Trane
- MAJESTIC STEEL USA

### Bronze
- Alan Manufacturing Inc.
- Gripple
- Talmor
- Empower Air Technologies
- Gripnail
- FireSafe
- Grip-Duct
- ThermaDuct
- Lloyd Industries
- Conklin
SMACNA reminders

July 2017
■ Convention early-bird registration discount ends – July 15

September 2017
■ NJAB – Sept. 11-12, St. Louis  
■ Project Managers Institute – Sept. 24-27, Seattle

October 2017
■ 74th Annual Convention – Oct. 22-25, 2017, Grand Wailea and Wailea Beach  
  Resort-Marriott, Maui, Hawaii

December 2017

January 2018
■ Chapter Executive Institute – Jan. 28-30, San Diego

February 2018
■ Partners in Progress Conference – Feb. 13-14, Orlando, Fla.  
■ Business Management University – Feb. 25-March 1, Tempe, Ariz.

Future SMACNA Conventions
■ 75th Annual Convention – Oct. 14-17, 2018, San Diego Marriott Marquis and  
  Marina, San Diego  
■ 76th Annual Convention – Oct. 20-23, 2019, JW Marriott, Austin, Texas