Meet the Board

John Raught of Beaver, Pa.

New SMACNA Board member John Raught, vice president and treasurer of Northstar Environmental Ltd., Beaver, Pa., has been active in business and industry issues throughout his career. He was elected to a four-year term on SMACNA’s Board of Directors at the close of SMACNA’s 73rd Annual Convention in October.

From his favorite new technology to his favored sports teams, we asked him to share his words of wisdom about life,

“The power and clarity of some handheld projectors is amazing, and I think it will be incorporated directly into smartphones in the-not-too distant future.”

business, and advice he would pass on to others.

The new technology I’m most excited about: I envision the day when we will be able to simply project images such as drawings and the need for paper will finally vanish. The power and clarity of some handheld projectors is amazing, and I think it will be incorporated directly into smartphones in the-not-too distant future.

The business tool I can’t live without: The iPhone is a remarkable tool and there are times when I can’t even remember how we went about

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CEA National Legislative Conference:
Deliver our message, May 2-4

It is not enough for your vote to deliver a message in an election year. As a union specialty contractor your message needs to be delivered to every member of Congress throughout the year—every year. Join us at the National Legislative Conference, May 2-4, in Washington, D.C., and spread your message on Capitol Hill.

The legislative conference is part of the ongoing effort to address SMACNA’s and the Construction Employers of America’s (CEA) legislative priorities and provides a platform for delivering a unified message to Congress.

This year’s legislative conference is under the banner of the Construction Employers of America, the signatory contractor initiative coordinating action on labor, workforce, and construction issues facing the specialty contractor.

Sign up for the National Legislative Conference on the SMACNA’s Events and Education webpage today.

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Regulatory update: ACA and Fair Pay and Safe Workplaces Order

As with any new Administration, regulatory changes are to be expected when a new President comes into office. However, for the time being, any regulations issued under the Obama Administration, which were effective prior to Jan. 20, 2017, remain in place, and can only be revised through a notice and rule-making process.

On Jan. 20, in keeping with actions by the two previous presidents, the new White House issued an executive order addressing regulatory actions by the federal government. Essentially, the order instructs federal agencies to withhold any new regulations until they can be reviewed by the incoming Administration’s secretaries and agency directors, and postpones regulations not effective prior to Jan. 20, 2017.

Executive order seeks to minimize fiscal burdens of Affordable Care Act

President Trump also signed an executive order addressing the Affordable Care Act (ACA). A purely symbolic order, it does not change any of the statutory authority currently existing under the ACA.

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Meets with...

Rep. Kevin McCarthy of California

Christopher J. Walker (center), executive vice president of the California Association of Sheet Metal and Air Conditioning Contractors National Association (CAL SMACNA), recently met with U.S. House Majority Leader Kevin McCarthy (R-23rd-Caif.) (right) at a fundraiser for California State Assembly member Vince Fong (R-34th Assembly District) (left). Prior to being elected to the state assembly, Mr. Fong was the district director for Rep. McCarthy and now occupies Rep. McCarthy’s old State Assembly seat.

www.smacna.org 1
President’s Column

Legislative policies affecting SMACNA contractors are up for grabs!

It was impossible to ignore the 2016 election process and now we’ve all watched the actions and reactions to the first month of the Trump Administration.

One thing is certain, it doesn’t take an insider to know that the Washington political environment has been shaken up. We don’t know if Republicans are going to support President Trump on his priorities and we don’t know if Democrats will support him on some issues. We do know that policies affecting SMACNA contractors are up for grabs!

So, as contractors, it is essential we do more than vote—we must take action. When one Civil War general who never lost a battle was asked his secret, he said simply, “get there firstest with the mostest.” That is good advice for those of us who want to move our legislative agenda forward.

Get there first! The best chance to win our legislative battles is to get to Congress first and make our case before opposing industry groups gain ground for their agenda. The CEA National Issues Conference presents that opportunity, May 2-4. (See related article on p. 1)

Have big attendance. SMACNA has joined with the newly formed Construction Employers of America (CEA) so that we can collectively deliver the message of the union contractor. But SMACNA members must do their part to be sure our message reaches as many Congressional offices as possible.

Reach out to new faces in Congress. We must begin again to educate elected officials on Capitol Hill about our role in a complex industry. But, our SMACNA staff can do only so much. Here’s where we need you to rise to the challenge and begin the education process again with members of Congress who are often uneducated on the industry issues we’ve fought so hard for.

We make it easy and fun. You can play a critical role in building on SMACNA’s past successes as we continue to work in a bipartisan way with this new Congress. We host our Wednesday meeting outside the hotel in the heart of Washington, D.C. SMACNA makes your Hill appointments for you and educates you on all the issues.

We have a SMACNA-only dinner on Tuesday night and a Congressional Insiders Club members-only reception in the International Association of Sheet Metal, Air, Rail and Transportation Workers headquarters on Wednesday. Washington is beautiful in the spring so bring the family and enjoy.

SMACNA National is working on some of the unfinished business from the 114th Congress, in addition to advancing the new issues being addressed this year. We need you and other members from your chapter to join us on the Hill during the CEA National Issues Conference to reach out to the many new faces that come with a Presidential election.

One of my goals as SMACNA’s President includes doing my part to move SMACNA’s legislative agenda. I encourage you to reach out to establish

Save the date: 2018 Partners in Progress Conference

Plan to attend the Partners in Progress Conference Feb. 13-14, 2018, in Orlando, Fla. This is an exceptional opportunity for labor and management to build on their relationship, share information, and learn new and innovative strategies to work together for a stronger industry.

The conference, which takes place at the recently renovated Hilton Orlando Buena Vista Palace, will focus on communication, commitment, and deliverables. Contractors, chapter executives, and future leaders will all find something valuable from this two-day program. With a streamlined format, the conference promises to be even better than in the past.

More details will be announced as they become available. Registration will open in the fall of 2017.

SMART General President discusses industry challenges

Deborah Wyandt, SMACNA’s executive director of labor relations, recently sat down with SMART General President Joseph Sellers to talk about some of the issues and challenges facing SMACNA members and the industry in general.

General President Sellers covered industry growth and the challenge of growing the union.

Other questions he discussed include:
• What do you see as the greatest challenge facing the sheet metal industry?
• How can SMACNA work with SMART to encourage industry growth?
• How can locals manage the cost of health care without losing quality?
• What is the biggest challenge of being SMART General President?
• What’s the most rewarding aspect of your job?
• What would you like members to know about you?

Follow the YouTube link to view the entire video: https://www.youtube.com/watch?v=ZQBZgOrJH5I

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CEA National Legislative Conference: Deliver our message, May 2–4

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As always, we will bring an industry’s “Who’s Who” of Congressional construction insiders and feature key members of Congress and staff to discuss the new landscape and the issues affecting SMACNA contractors today.

Help us deliver the message on critical industry issues to Congress—building the nation’s infrastructure, upholding Davis-Bacon prevailing wages, and energizing the fight for contractors on pensions, health care, and energy.

The National Legislative Conference, Washington, D.C., May 2–4, 2017, is sponsored by SMACNA, MCAA, FCA, and TAUC under the banner of CEA. Don’t delay, register today.

Your registration includes a special SMACNA dinner on Tuesday evening. As always, there is a members-only Congressional Insiders Club reception, this year at the SMART international headquarters with a panoramic view of Washington, D.C.

Don’t miss this chance to share strategies with your colleagues and to promote our industry’s issues on the Hill. SMACNA helps make Capitol Hill appointments for you. For more information, call SMACNA’s Capitol Hill Office at (202) 547-8202.

CEA National Issues Conference
Tuesday, May 2 – Thursday, May 4, 2017
Marriott Georgetown
1221 22nd St., N.W.
Washington, D.C. 20002
(202) 872-1500

Tentative Schedule

Tuesday, May 2
Marriott Georgetown
Noon – 5:00 p.m. Registration
2:00 p.m. – 5:00 p.m. Program TBD and Issues Review
5:30 p.m. – 6:30 p.m. All Association Reception
7:00 p.m. SMACNA Dinner – Off-site location

Wednesday, May 3
6:30 a.m. – 7:30 a.m. Breakfast at Hotel
7:15 a.m. – 7:45 a.m. Shuttle Buses to: Hogan Lovells
Columbia Square, 555 13th St., N.W.
Washington, D.C. 20004
8:00 a.m. – 11:00 a.m. Public Policy Issues Session
11:15 a.m. Lunch
2:15 p.m. – 5:00 p.m. Congressional Appointments: U.S. Senate Priority/House Secondary
5:00 p.m. – 6:30 p.m. SMACNA CIC Members-Only Reception at SMART International HQ Dinner on your own

Thursday, May 4
7:30 a.m. – 8:15 a.m. Breakfast at Hotel
8:00 a.m. – 10:00 a.m. Tax Reform Program
10:30 a.m. – Noon Congressional Appointments, U.S. House
Please note: On your registration form note if you want to make your own Congressional appointments and if you will be available until noon on Thursday, May 4, for your U.S. House appointments.

Watch SMACNews for more information on speakers and issues as the legislative agenda of the new 115th Congress takes shape.

For additional conference information, visit the Construction Employers of America website www.constructionemployersofamerica.
Meet the Board

John Raught of Beaver, Pa.

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The ability to instantly share information, not only with employees but also customers and suppliers, is indispensable. My outside interests: I like to golf and travel, and the two sure go great together. My favorite motto: “Ten minutes early is on time.”

The sports teams I cheer: Here in Pittsburgh it’s all about the Steelers and I have season tickets, after waiting 20 years to get them. I do follow the Pirates and Penguins and also Pitt Athletics, as both of my sons graduated from the University of Pittsburgh.

What makes me mad at work: Mistakes, either my own or others. My first car: A 1955 Oldsmobile 88 Holiday. I was only 14 and it required a lot of bodywork, but that thing ran like a champ.

Through his longtime local chapter and national involvement, Mr. Raught has helped the industry and contractors through his efforts in the many roles he has played.

On the national level, he currently serves on the National Energy Management Institute Trustees. In addition, he has served on SMACNA’s Director Nominating Committee, the NEMI/NEMIC International Certification Board, the HVAC Systems Commissioning Committee, and the HVAC Systems Commissioning Task Force.

Locally, he played a leadership role for the SMACNA of Western Pennsylvania chapter, serving as president, vice president, and board member. He served as co-chair of the Labor Management Cooperation Fund, Journeyman Apprentice Training Fund, and the Joint Adjustment Board. He served as chair of the Apprenticeship Committee and played a pivotal role on the Eastern Regional Apprenticeship Conference Committee.

Mr. Raught has been a member of the Testing, Adjusting and Balancing Bureau (TABB) since its inception. He entered the industry as a balancing apprentice in 1985 and is a veteran of the U.S. Marine Corps. He is a member and donor of the Fort MacIntosh Foundation.

Founded in 1995, Northstar Environmental Ltd. delivers testing, adjusting and balancing services. Customers include mechanical, general, electrical, and controls contractors, as well as engineering and architectural firms, developers, and building owners. With the expertise for any type of facility, each project is treated with the same level of attention to ensure a completely functional system, as the design intended.

Capitol Hill Update

New tax incentives needed for infrastructure

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efficiency section and the provisions in Title II that reform industrial efficiency programs at the U.S. Department of Energy that support supply-side energy efficiency opportunities in the manufacturing sector.

Components of a previous version of the bill were signed into law by President Obama in April 2015 and are already helping individuals and companies save energy, create jobs, and reduce emissions.

Taken together, these bipartisan reforms include common-sense initiatives that will create nearly 200,000 new jobs and help the economy by saving consumers $16.2 billion annually in reduced energy costs by 2030. The ESIC has received broad bipartisan support and passed the Senate last year by a vote of 85-12.

The bill uses a variety of low-cost tools to help energy users become more efficient while making the country’s largest energy user, the federal government, reduce its energy use through the use of energy-efficient technology. The bill incentivizes the use of efficiency technologies that are commercially available today, can be widely deployed across the country, and quickly pay for themselves through energy savings. The bill will help the United States transition to a more energy-efficient economy while driving economic growth and private sector job creation.

You can also help SMACNA and the industry by reaching out to your lawmakers to let them know where you stand on these issues and more. Find their contact information on SMACNA’s Advocacy webpage. Then call, email, and meet with them to tell them about the issues that affect our industry.

Still time! Scholarship applications due March 31

SMACNA is committed to helping our future leaders succeed. If you know a talented student in the SMACNA family who needs help with college tuition, time is running out to apply for a SMACNA scholarship.

SMACNA’s College of Fellows is offering scholarships for undergraduate students associated with the SMACNA family for the 2017-2018 academic year. Apply using the interactive online application on SMACNA’s College of Fellows Scholarship webpage.

Applications must be submitted or postmarked no later than March 31.

Download the scholarship application on SMACNA’s College of Fellows’ Scholarship webpage.

For more information, contact Jason Watson (jwatson@smacna.org / (703) 803-2980) or Heather Frank (hfrank@smacna.org / (703) 995-4045).
Regulatory update: ACA and Fair Pay and Safe Workplaces Order

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The order directs the agencies to minimize the economic and regulatory burdens of the Act and to afford states more flexibility and control to create a more open health-care market.

It instructs the U.S. Department of Health and Human Services (HHS) and other departments or agencies with responsibilities under the Act to waive, defer, grant exemptions from, or delay the implementation of any provision that would impose a fiscal burden on any state or a cost, fee, tax, penalty, or regulatory burden on various groups, including individuals, providers, purchasers of health insurance, and insurers.

It is unlikely that provisions affecting employer-sponsored group health plans would be affected by the executive order. It is anticipated that most of the early regulatory changes to the ACA will focus on what is considered preventive care that must be covered and administrative rules regarding enrollment in the marketplace or state exchanges, and encouraging state Medicaid waivers that modify the Medicaid program toward a program that has work requirements or Heath Savings Account (HSA)-like accounts.

In fact, new regulations were proposed on Feb. 17, 2017, that amend standards relating to special enrollment periods, guaranteed availability, and the timing of the annual open enrollment period in the individual market for the 2018 plan year.

Fair Pay and Safe Workplaces Order could be rescinded

The Fair Pay and Safe Workplaces Order was issued by President Obama and required federal contractors to report all labor violations. The regulations implementing this controversial executive order was largely enjoined by federal courts prior to the Trump Administration taking office.

Nonetheless, the U.S. House of Representatives has moved to formally rescind the regulations.

The Congressional Review Act (CRA) is a rarely used law that affords Congress the opportunity to rescind regulations during a narrow period of time after regulations have been finalized. The CRA requires action by both the House and the Senate as well as signature by the President.

The regulations for the Fair Pay and Safe Workplaces Order would be potentially subject to the CRA, which authority the House acted under in early February. The Senate has not acted yet. If rescinded by both the House and Senate, it is anticipated the President would also sign this act to rescind.

SMACNA welcomes new members

SMACNA National is pleased to welcome the following new members:

- **Heritage Heating & Cooling**, O’Fallon, Ill. – Southern Illinois Sheet Metal Contractors’ Organization
- **Kruse Corporation**, Lenexa, Kan. – SMACNA-Kansas City
- **McKinstry Co. LLC**, Portland, Ore. – Columbia Chapter SMACNA
- **Redstone Energy Inc.**, Tewksbury, Mass. – SMACNA Boston
- **Wing’s Testing & Balancing Co. Inc.**, Branford, Conn. – Associated S/M and Roofing Contractors of Connecticut

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**2017 “Architectural Sheet Metal Fascia and Coping Wind Test Report” now available**


This report provides data that demonstrates that specimens fabricated according to Figures 2-1 and 3-1 in the SMACNA “Architectural Sheet Metal Manual” comply with and/or exceed the “ANSI/SPRI/FM 4435 ES-1-2017 Test Standard for Edge Systems Used with Low Slope Roofing Standard,” as required by the International Building Code (IBC).

The wind uplift tests were conducted on custom-fabricated gravel stop fascia and coping designs shown in the SMACNA “Architectural Sheet Metal Manual” and in accordance with the parameters of the “ANSI/SPRI/FM 4435 ES-1-2017 Test Standard for Edge Systems Used With Low Slope Roofing Standard.”

These specimens were tested at Intertek-ATI of York, Pa., an ANSI-accredited testing laboratory.

The entire SMACNA report “Architectural Fascia and Coping Wind Tests Report” is available on the Technical Resources/Papers and Guidelines section of the SMACNA website.

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**Meets with…**

**Rep. Lou Correa of California**

SMACNA contractor

Mike Tardif (right), of the SMACNA Southern California chapter, recently took advantage of the U.S. House Congressional district work period to meet with newly elected Congressman **Lou Correa (D-46th-Calif.).** Building relationships at the local level helps promote SMACNA’s legislative agenda.

SMACNA has maintained a close relationship with freshman U.S. Congressman Correa through his years as a member of the Orange County Board of Supervisors, California State Assembly, and California State Senate.

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Master the numbers at Financial Boot Camp, May 21-24

Motivate your future managers and leaders to hone their financial expertise and ensure your company’s long-term success at SMACNA’s Financial Boot Camp, May 21-24, in Tempe, Ariz.

Your up-and-coming financial and non-financial managers will increase their knowledge, skills, and abilities to make better financial decisions that affect your bottom line. Register for SMACNA’s Financial Boot Camp, May 21-24 on SMACNA’s National Education webpage today.

Applying practical techniques, innovative case studies, and your company’s own financial statements, you will learn how to analyze your financial situation for better company performance. This program will teach you how to calculate and interpret ratios and indicators, work with credit, develop cash flow projections, understand equipment acquisition, and use financial information for strategic planning and risk assessment.

Financial expert John Murdough, CPA, MBA, and principal of Pittman and Murdough, will share his easy-to-understand approach to accounting and financial issues. His courses at Arizona State University’s Del E. Webb School of Construction along with his seminars are some of the most compelling classes in the construction community.

There’s still time to get your early-bird registration discount before April 5.

Additional participants from the same company will also receive a reduced rate. Register on SMACNA’s National Education webpage today.

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

2017 Collective Bargaining Orientation provides valuable guidance

SMACNA’s 2017 Collective Bargaining Orientation, held in February in Dallas, focused on priming contractors and chapter executives for collective bargaining.

Approximately 30 chapters are entering negotiations in 2017 for a new collective bargaining agreement. Tom Keating, executive director of SMACNA Colorado, offered guidance on preparing for bargaining and provided data on gaging the local industry and economy. Mr. Keating also demonstrated how to find useful information on the internet.

Carey Peters, executive director, Construction Labor Research Council (CLRC), led a discussion on SMACNA’s employment share numbers. Mr. Peters also explained the methodology that CLRC uses to compare the number of union workers to total employment for the industry.

Michael McNally and John Hauge of Felhaber Larson provided an in-depth overview of the legal framework for bargaining and preparing for impasse.

SMACNA Executive Director of Labor Relations Deborah Wyandt and Director of Labor Relations Jason Watson provided an overview of current industry bargaining trends and of all the bargaining resources and support that SMACNA offers for contractors and chapters the during bargaining season.

Participants attending from around the country also asked questions and discussed current issues in bargaining.

The latest employment share numbers were distributed to SMACNA chapters in January 2017. (If you would like a copy of your area’s numbers, please contact Jason Watson, SMACNA director of labor relations, jwatson@smacna.org.)

You may download materials from the 2017 Collective Bargaining Orientation on SMACNA’s Labor Relations webpage under Presentations and Reports.

Aloha Hawaii!

Convention registration opens March 15

SMACNA’s 74th Annual Convention at the Grand Wailea and Wailea Beach Resort-Marriott Maui, Oct. 22-25, offers you the resources to get ahead in the industry, from exciting world-class education and nationally known speakers to the annual Product Show—all with a little networking, entertainment, relaxing with a game of golf, and maybe some pool time.

Watch for early-bird registration opening March 15 on the SMACNA website.

The gentle breezes and paradise of Hawaii await.

President’s Column

Legislative policies affecting SMACNA contractors are up for grabs!

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relationships with your members of Congress at every opportunity at home and by attending the CEA National Issues Conference with me next month. With your engagement, I am confident 2017 will be a year of success for SMACNA and our industry.

Sincerely,

Joseph Lansdell
SMACNA President
Welcome 2017 Associate Members!

SMACNA welcomes these returning 2017 Associate Members:

**Silver**
- Kingspan, Atlanta
- Trane, Parsippany, N.J.

**Bronze**
- Conklin Metal Industries, Atlanta
- Gripple Inc., Aurora, Ill.

Take advantage of all the benefits 2017 SMACNA Associate Membership can give you and contact Member Services at memberservices@smacna.org.

Participate in SMACNA’s 2017 Safety Survey – it benefits everyone

Taking part in SMACNA’s 2017 Safety Excellence Awards Program (SSEAP) benefits all SMACNA members. Not only does it enhance your company’s safety reputation, the safety data that is collected into SMACNA’s annual Safety Profile has proven to be an invaluable safety evaluation tool or our association contractors.

Submit your Safety Survey on SMACNA’s Safety webpage today. Both U.S. and Canadian members visit the same survey link. You will be prompted to either the U.S. or Canada survey once you select a state or province.

Free to all SMACNA members, SMACNA’s Safety Profile is available on SMACNA’s Safety webpage.

SMACNA’s Safety Profile highlights the trends in safety-driven information, which can be useful in improving your safety program. For example, the Safety Profile shows the combined OSHA incidence rate and the combined experience modification rate (EMR) of submitted surveys, so you can see where your company stands among those leading indicators of program success.

*All entries must be received by May 5, 2017.*

The survey is simple to complete. Most information can be found in your company’s 2016 injury records. Take SMACNA’s Safety Survey today on SMACNA’s Safety webpage.

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

March 2017
- Supervisor Training Academy – March 20-22, St. Louis
- Association Leadership Meeting – March 30-31, Las Colinas, Texas

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

May 2017
- Safety Surveys Due (U.S. and Canada) – May 5

June 2017
- Council of Chapter Representatives – June 4-6, Coeur d’Alene, Idaho
- NJAB – June 12-13, Pittsburgh

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

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