ASM Mechanical wins ENR New York’s 2016 Best Projects award

SMACNA contractor ASM Mechanical Systems of Ridgewood, N.Y., was recently recognized as one of Engineering News-Record magazine’s New York edition Best Projects 2016.

ASM Mechanical received an award of merit (government/public category) for their work on the Public Safety Answering Center II in the Bronx.

ASM provided full mechanical work on the 11-story, 450,000 square-foot, cube-shaped building, which was designed to operate continually under adverse conditions and provide redundancy to the city’s primary call center. The new center is equipped to handle 50,000 emergency calls per hour and 11 million “911” calls a year.

ASM Mechanical Systems is part of AABCO Sheet Metal Co. Inc. and is operated by former SMACNA President Ron Palmerick (2007-2008).

The project was one of 100 winners located in New York and New Jersey. Work was evaluated on the ability of the project team to overcome challenges, contribution to the industry and community, safety, and construction and design quality.

Meets with...

Maryland State Sen. Thomas Middleton

Maryland Sen. Thomas Middleton (D-28th District) and Maryland State Delegate Edith Patterson (D-28th District) visited SMACNA contractor ADJ Sheet Metal Inc. recently at their shop in White Plains, Md.

ADJ Sheet Metal President Greg Pickens and Executive Vice President Mike Doerk, along with SMACNA Mid-Atlantic Chapter Executive Director Bernie Brill, discussed the industry and its challenges.

Sen. Middleton and Del. Patterson were interested in apprentices training, job creation, and the impact of technology on construction. They also discussed the impact of mandatory paid sick leave on construction and worker misclassification issues.

Everyone is invited to the new PAC Auction at the Product Show

We are introducing a new format for the SMAC PAC auction this year—and offering a PAC Auction during the Product Show, Tuesday, Oct. 18, at SMACNA’s 73rd Annual Convention in Phoenix. You will have an opportunity to bid on the newest machinery, equipment, software, and more to enhance your business.

This auction is in addition to the traditional PAC Auction that takes place Monday night, Oct. 17.

All convention attendees may bid on the latest state-of-the-art machines, equipment, software, custom golf clubs, training, and more during the Product Show. Live bidding will take place on the trade show floor. Silent auction items will be located in each exhibitor’s booth.

The silent auction is open from 7:00 a.m. to 12:00 p.m. Live auction bidding on the show floor starts at 12:30 p.m.

The SMACNA Product Show and SMAC PAC are teaming up to provide more opportunities to support SMACNA’s legislative efforts. This auction will help SMACNA’s government affairs team host meetings and events, create literature, and meet additional administrative needs to ensure that our members of Congress understand SMACNA’s positions on the issues that impact our industry.

Many thanks to these fine companies for their donations:

- Cadvantage Drafting
- CL Ward and Family Inc.

Continued on page 6
Impressions from my year as SMACNA President

Guy Gast

It’s been a great year for me as your SMACNA President. I initially worried about meeting expectations—of SMACNA members, my company, and my family. As this is my last month to serve, I’ve formed some clear impressions about my service to SMACNA, and I thought I’d share them with you.

An improving economy

The construction economy has improved, and with a gentle breeze at our back, it is a great time to be the SMACNA President. A positive market also helped alleviate concerns I had about time away from my business. Many of our folks stepped up to the plate, took hold of opportunities, and delivered. I want to believe that I make a difference, and sometimes it’s hard to let go, hard to let others take control. Being away forced me to allow others to lead. As a result, I think our company has been positively impacted by my time at SMACNA!

We still have young children at home, so missing time at home was a concern. I’m very fortunate that I’m not the CEO at home! My wife Deana enthusiastically cheered me along, and when they couldn’t join me in my travels, I knew I didn’t have to worry. Again, others stepped up on my behalf.

Throughout the year, traveling to SMACNA events or meeting with chapters in the U.S. and Canada, there is one common message I got, “Welcome!” At every turn, I was welcomed and treated like a celebrity. I shouldn’t have been surprised. It has been my lifelong experience that SMACNA contractors are gracious, sharing folks, anxious to please, anxious to talk about their business, and to hear about yours. And they’re anxious to hear about their association.

As I move toward the end of my term, I think there are several themes emerging.

Building strong relationships

Our relationship with SMART, our labor-management partner, is of paramount concern, particularly as we struggle with future manpower needs, elevated customer expectations, and continuing pressure from competition in the marketplace. It takes both labor and contractor partners to navigate times of abundance, perhaps more so than in times of need. In times of need, we can all feel the need to act to create jobs and hold our people together. In times of abundance, it becomes easy to take the path of least resistance, to create a legacy that we cannot fulfill. It is easy to feel good about the status quo, without reaching for more, and aspiring to own our markets and create new ones.

At the local level, we need stronger labor partnerships. We cannot hope for national organizations—SMACNA and SMART—to define a path to our local success. They can provide templates, encouragement, and support, but it is up to each of us to build the strong local relationships that are necessary to fulfill your contractual obligations while improving the RFI process with the white paper, “Making RFIs More Effective,” available on SMACNA’s Project Management webpage.

This timely white paper investigates the reasons why the RFI procedure has become largely ineffective in many cases and what can be done to improve the process. In this white paper, developed by construction business experts Maxim Consulting Group, contractors will learn:

- The impacts if RFI responses are incomplete, inaccurate, or not timely
- The role of the contract methodology on the RFI process
- Contract specific language that may improve the RFI process
- Proven practices to minimize the impact of RFIs
- Expectations moving forward

In addition, appendixes include samples of a Request For Information, RFI Log, Job Status Report, and a diagram of the RFI Process.
SMACNA members win ENR Mountain States 2016 Best Projects

Among the Engineering News-Record magazine’s Mountain States edition, 2016 Best Projects winners were several SMACNA contractors. Judges from all areas of the industry analyzed projects across a nine-state region.

SMACNA winners included:

- **Central Utah Sheet Metal**, Santaquin, Utah, won a merit award each for Carbon County Courts and Administration Building of Price, Utah, and for The Road Home Midvale Shelter of Midvale, Utah.
- **Cherringtons Inc.**, West Valley City, Utah, for Weber State University Tracy Hall Science Center, Ogden, Utah, and University of Utah S.J. Quinney College of Law of Salt Lake City (merit award).
- **Schoppe Company Inc.**, Salt Lake City, for Mount Jordan Middle School, Sandy, Utah (merit award).
- **Empire Heating and Air**, Orem, Utah, for Marmalade Branch Library, Salt Lake City.
- **RM Chris Sheet Metal**, West Jordan, Utah, for Neuroworx Medical Office Building, Sandy, Utah (merit award).
- **MSSM Corp.**, Pueblo, Colo., for Traeger Wood Fire Grills Corporate Office, Salt Lake City, and High Star Ranch Deloria Center of Kansas, Utah (merit award).

Welcome new SMACNA members

SMACNA welcomes the following new chapter members (as of Sept. 28.):

- **Alliance Sheet Metal Inc.** (Avon, Mass.) – SMACNA Boston Inc.
- **EWI HVAC** (Machesney Park, Ill.) – SMACNA of Northern Illinois Inc.
- **ENVIROMECH** (Burien, Wash.) – SMACNA-Western Washington Inc.
- **JPR Mechanical Inc.** (New Rochelle, N.Y.) – NYC SMACNA
- **Halo/Marx** (Boundbrook, N.J.) – Sheet Metal Contractors of Northern New Jersey

Bring fresh ideas to the table

Sign up for Collective Bargaining Orientation, Feb 23

SMACNA’s 2016 Collective Bargaining Orientation workshop in Dallas, Feb. 23 will provide you with the latest news, fresh ideas, and best practices to bring to the negotiating table with confidence during this year’s bargaining sessions.

You will learn key bargaining skills, essential information, and study the issues likely to come up this year. Sign up online today.

Designed for young contractors and those new to bargaining, this one-day workshop will also provide the basics for new bargainers and a refresher course for experienced players. Helpful for new negotiating and bargaining committee members, contractors, and chapter executives—you will gain advice on preparing for bargaining, the legal framework for bargaining, and preparing for challenging situations.

You will also learn how to develop constructive relationships with your union counterparts, how to prepare for bargaining, the legal framework, and understanding employment-share data. You will also learn how to preserve the multiemployer unit prior to bargaining and at impasse.

Register today on SMACNA’s Calendar of Events webpage. The registration deadline is Jan. 20, 2017, so don’t delay.

SMACNA’s new Silica Exposure Model Safety Program available

Breathing silica dust can cause a variety of serious respiratory ailments. Protect your workers and learn how to comply with OSHA’s new standard on worksite silica exposure with SMACNA’s new Silica Exposure Prevention Model Program—free to members only.

The new rule, which OSHA issued in March, is written as two standards, one for construction and one for general industry and maritime workplaces. For the construction industry and affected SMACNA contractors, potential silica exposure can be found in tasks that include drilling, cutting, and grinding silica-containing materials such as concrete and stone.

For SMACNA contractors, a typical task affected by this new rule would be setting duct or pipe hangers into concrete ceilings. Most employers can limit exposure to silica dust by using work practices and equipment that are readily available today, such as wet methods and vacuum dust collection systems.

SMACNA’s Silica Exposure Prevention Model Program includes roles and responsibilities, exposure control methods, engineering and work practice controls, a fact sheet with major provisions, and a summary of OSHA respiratory compliance requirements.

SMACNA members can download a free copy on the Safety Model Programs section of SMACNA’s Safety webpage.

The full requirements of the OSHA rule for the construction industry become effective June 23, 2017. Visit the OSHA silica website to learn details on the new standards.

Take advantage of SMACNA’s Safety and Health Policies, Procedures, and Model Programs, which provide this free silica program and more free safety and health programs. You can also customize these model programs to meet your unique needs.

For more information, contact Mike McCullion, SMACNA’s director of market sectors and safety (mmccullion@smacna.org / (703) 995-4027).
President’s Column
Impressions from my year as SMACNA President
Continued from page 2
retain and grow markets—together. Any successful relationship locally is built on trust, over time.
I feel confident that our labor partners at SMART see the challenges of the future and I know the leadership of SMACNA is committed to jointly meeting those challenges.
Creating the workforce of the future
One of the challenges that we must jointly meet is demonstrating our ability to create the workforce of the future, one that will fill the void left by retiring baby boomers. Increasing attention on apprentices and labor classifications that will support the needs of our customers and the contractor of the future is of paramount interest to both of us. The recent collaborative effort to study large markets and identify joint labor-management steps to increase market share in those areas may serve as a template for best practices in other areas of the country.
Increasing government regulations
Another recurring theme is the continuing need for local, state, and federal relief from an ever increasing number of new regulations governing how we do business and affecting our competitive ability. In this area, it is also imperative that we align our efforts with labor, as we have done in seeking meaningful pension reform regulations—reform that will insure a secure future for many who have worked a lifetime anticipating that security.
In an industry built from steel, there’s a certain “ring” to the old expression, “As iron sharpens iron, so one person sharpens another.” (Proverbs 27:17) We can’t do it alone, not in our company, not in our families, and certainly not in this industry.
Sincerely,
Guy Gast
SMACNA President

Meet with…
Rep. Michael Fitzpatrick of Pennsylvania
Members of SMACNA’s chapter Sheet Metal Contractors of Philadelphia and Vicinity recently met with Rep. Michael G. Fitzpatrick (R-8th-Pa.). They discussed stimulating construction as well as pension reform, worker misclassification, and the protection of prevailing wage laws.

Safe workplaces create opportunities for more work
Opening the conference, SMART General Secretary-Treasurer Richard McClees encouraged participants to remember the business side of safety. Successful safety cultures can result in positive safety program indicators, he noted, including positive experience modification rates (EMRs) and OSHA incidence rates. As clients require safe workplaces, he said, this can create opportunities for more work.
Key speakers, facilitators, and participants included representatives from SMACNA, SMART, local unions, contractors, and training centers. The conference, was organized in a work group format, which encouraged open discussions on safety cultures and safety issues facing the sheet metal industry today and in the future.
SMOHIT also presented the 2016 Safety Matters awards to individuals, union locals, training centers, and contractors for promoting safety and health in the industry.
SMACNA contractor award winners included Superior Air Handling, California Sheet Metal, and CMC Sheet Metal. Representatives from Locals 20, 22, and 359 were recognized as well.
SMACNA Director of Market Sectors and Safety Mike McCullion provided opening remarks on keeping the team approach momentum, which the conference exemplifies, and maintaining a continuous improvement in workers’ safety education.
The conference was a great success and attendees came away with many ideas they could bring back to their workplaces and implement immediately in their jobsites and work.
SMACNA and SMOHIT are working together on future Safety Champion Conferences to address safety cultures, opportunities, and challenges in safety and health, so watch for future conference safety conference dates and announcements.


From left, Rich McClees, SMART general secretary-treasurer; Robert Dickamore, safety superintendent, Superior Air Handling; Michael McCullion, SMACNA’s director of safety and health; and James Walton, safety manager for Superior Air Handling, during the recent Safety Champions Conference welcome dinner.

From left, Rich McClees, SMART general secretary-treasurer; Robert Dickamore, safety superintendent, Superior Air Handling; Michael McCullion, SMACNA’s director of safety and health; and James Walton, safety manager for Superior Air Handling, during the recent Safety Champions Conference welcome dinner.

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New composite plan design to protect workers, employers, retirees, taxpayers

In early September, Rep. John Kline (R-2nd-Minn.), chair of the House Committee on Education and the Workforce, unveiled a discussion draft of a proposal to modernize the nation’s multiemployer pension system. The proposal would authorize “composite plans”—an innovative retirement plan option that would strengthen retirement security and improve the multiemployer pension plan system.


SMACNA has submitted letters to both Committee Chair Kline and Subcommittee Chair Roe supporting the proposal and urging the quickest possible action on Chairman Kline’s proposal to reinvigorate the multiemployer retirement system.

This will enable SMACNA employers to continue to provide good middle-class jobs with health and pension benefits that are good for their workers, their families, their communities, and the U.S. economy.

SMACNA strongly supports the committee’s ongoing efforts to strengthen retirement security. The proposal follows years of bipartisan work led by a coalition of business and labor leaders, including SMACNA, and would provide workers with a new option to save for retirement by authorizing an innovative multiemployer plan structure, “composite plans.”

SMACNA contractors named 2016 Safety Champions

The Safety Matters Award winners at the recent 2016 SMOHIT Safety Champions Conference in Scottsdale, Ariz., included SMACNA contractors Superior Air Handling, Clearfield, Utah; California Sheet Metal Works Inc., El Cajon, Calif.; and CMC Sheet Metal, Capitol Heights, Md.

SMOHIT’s Safety Matters Awards were presented to individuals and contractors who reach out and spread the word of safety and health through the SMOHIT Safety Champions Program, to those who demonstrate safety through example and have a passion for keeping workers safe and healthy.

At the recent SMOHIT Safety Champions Conference, Robert Dickamore, safety superintendent, and James Walton, safety manager and CHST, Superior Air Handling (center), accepted the 2016 Safety Champions award from (from left) Randall Krocka, SMOHIT administrator; Charles Austin, SMOHIT industrial hygienist; and Darrin Putman, SMOHIT trustee.

Cindi Ball, controller/office manager, and Diane Patterson, contract administrator, for California Sheet Metal (center), accepted the 2016 Safety Champions award from (from left) Charles Austin, SMOHIT industrial hygienist; Randall Krocka, SMOHIT administrator; and Darrin Putman, SMOHIT trustee.

John Santivasci Jr., of CMC Sheet Metal (second from right), accepted the 2016 Safety Champions award from (from left) Randall Krocka, SMOHIT administrator; Charles Austin, SMOHIT industrial hygienist; and Darrin Putman, SMOHIT trustee.

2017 Business Management University will exceed your expectations

SMACNA’s Business Management University, Feb. 26 to March 2, 2017, in Tempe, Ariz., is one of the industry’s most highly regarded and longest-running programs. Consistently exceeding contractors’ expectations, you will study the industry’s newest ideas and best practices to master running a successful sheet metal and HVAC company.

What are participants saying about SMACNA’s Business Management University?

• “The program went above and beyond my expectations.”
• “It was very, very useful to me, and gave me a better understanding of how to best run my company.”
• “The program blew away my expectations.”

It will exceed your expectations too. Studying real-world business practices with top-name construction industry experts and professors, you will learn financial management, strategic planning, change order management, contractor survival skills, negotiation, time management, leadership, and productivity.

You will return to your business ready to hit the ground running to implement these exciting new methods and strategies learned.

Watch the SMACNA website for registration details coming soon, and register on SMACNA’s National Educational Programs webpage. If you sign up by the early-bird deadline you will save money. Additional attendees from the same company also receive a discount.

For more information, contact Bridgette Bienacker, SMACNA’s director of business management and membership at bbienacker@smacna.org.
Thank you Product Show breakfast sponsors

SMACNA would like to thank the following chapters for their support of the 2016 Product Show at SMACNA’s 73rd Annual Convention in Phoenix. The following chapters sponsored the Product Show breakfast on Tuesday morning, Oct. 18.*

Breakfast sponsors to date have out-paced sponsors for each of the last two conventions.

• Assn. of Mechanical and S/M Contractors of Kansas
• Associated S/M and Roofing Contractors of Connecticut
• Bay Area SMACNA Chapter
• Capital District SMACNA (New York)
• Fort Wayne Area Sheet Metal Contractors Association
• Houston SMCA
• SMACCA Milwaukee
• SMACCA of New Mexico
• SMACNA Arizona
• SMACNA Boston
• SMACNA Cleveland
• SMACNA - Colorado
• SMACNA Greater Chicago
• SMACNA Mid-Atlantic
• SMACNA Ontario
• SMACNA St. Louis Chapter
• SMACNA of San Diego
• SMACNA Southeastern New York Inc.
• SMACNA Southern California
• SMACNA - Western Washington
• SMCA of Philadelphia and Vicinity
• S/M Contractors Assn. of Central Indiana

(*as of Sept. 21)
Welcome 2016 Associate Members!

**Platinum**

- Federated Insurance
- Vicon

**Gold**

- Mestek Machinery
- Daikin
- Titus
- Johns Manville
- Quotesoft
- Milwaukee

**Silver**

- Armacell
- Kingspan
- W
- CLWard
- TSI
- Autodesk
- Project Control
- Alliantgroup
- Duromyne
- Thermaflex
- B & D Systems
- Autodesk
- Applied Software
- PentaIR
- Rusan
- Fast Est. Inc.
- Trimble
- Carlisle
- Majestic Steel USA
- Trane

**Bronze**

- Grapple
- Fleetmatics
- Firesafe
- Muller
- HCP
- ThermaDuct
- Beta
- Gripnail
- LLud Industries
- ALAN Manufacturing Inc.
SMACNA reminders

October 2016
- SMACNA 73rd Annual Convention – Oct. 16-19, JW Marriott Desert Ridge, Phoenix

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