SMACNA endorses change order reform

Join the campaign to get paid on federal change orders

Has the federal government refused payment, delayed payment, or erected administrative barriers to you when seeking resolution of necessary federal change orders? We need you to tell us about your experiences getting paid for changes so SMACNA can better advocate for “The Small Business Payment for Performance Act of 2017.”

This important new bill (H.R. 2594), introduced by Rep. Brian Fitzpatrick (D-8th-Pa) and crafted by SMACNA and other construction association leaders was designed to speed up change order payments and the process of change order resolution. Congress is listening to the need for reform of this painful process most often harmful to the financial health of countless federal contracting firms.

Chapter in the News

Ohio lawmakers learn how energy efficiency creates jobs

A bipartisan group of Ohio legislators recently learned firsthand how energy efficiency programs support good jobs at the SMART Local 33 Training Center in Cleveland, Ohio.

The SMACNA-Cleveland chapter and the SMART Local 33 hosted more than 60 state legislators and business leaders for a panel discussion and a training facility tour. The event highlighted the benefits of energy efficiency for the state’s economy, including the creation of well-paying jobs.

Elected officials toured the training center, one of five training facilities nationwide devoted primarily to energy efficiency, where apprentices receive hands-on training to learn the skills for energy efficiency careers in northeast Ohio.

Ontario SMACNA leading the charge for prompt-pay legislation

Canadian contractors are successfully pushing prompt-payment legislation on both the federal and provincial levels, as reputable construction companies endure delinquent payments on public projects.

Thanks to the active engagement of the Ontario Sheet Metal Contractors Association, Ontario has been the first province in Canada to introduce prompt-payment legislation (Bill-142, “Prompt Payment and Lien Act” reform) in May 2017, leading the way for similar provincial and federal efforts.

A member of the Prompt Payment Ontario (PPO) coalition, Ontario SMACNA has been leading the charge in lobbying members of the provincial parliament to pass the bill. The first reading of Bill-142 took place in May and now proceeds to
President's Column

Introducing SMACNA Student Chapters

Finding and recruiting workers was the top challenge on everyone’s list at the SMACNA chapters I visited this year. It shouldn’t come as a surprise that as the market is moving upward many contractors struggle hiring enough of the right people for the job.

To help, SMACNA’s newly approved Strategic Plan addresses this issue and directs SMACNA National to “assist members in attracting and retaining critical human resources including craft/bargaining workforce and overhead/non-bargaining workforce.”

As part of this manpower effort, SMACNA will partner with its chapters to affiliate with colleges and universities offering construction and or HVAC related curricula in order to expose students to the benefits of a career in the HVAC and sheet metal industry.

SMACNA is reaching out to other organizations with student chapters to learn from their experiences. Among the resources SMACNA will offer is a guideline covering all the steps involved in organizing a new SMACNA student chapter, plus a list of potential benefits that will attract student members.

Several SMACNA chapters are already actively recruiting interns for their member companies and adding a student chapter may be a logical extension of that program. SMACNA is looking at these chapters to share their experiences and best practices.

For example, the Bay Area SMACNA Chapter has been working with students in their intern program (placing about 50 per year) for about 18 years. They also offer scholarships and, if the student works as a paid intern during the summer, they are automatically awarded an extra 50 percent to their scholarship. The chapter works closely with several area universities with construction curricula.

SMACNA Western Washington has a variety of internship and recruiting programs, too. They focus on recruiting college graduates into the mechanical and sheet metal industry using college nights, networking events, scholarships, community projects, and a young executives committee.

Forming and supporting student chapters is one important way to help SMACNA members find and recruit talented young people into their companies so they keep their competitive advantage.

Sincerely,

Joseph Lansdell
SMACNA President

Partners in Progress
Conference: Blue Angel pilot keynote speaker

Continued from page 1

executives, and future leaders will all find something valuable in this two-day program. With a streamlined format, the conference promises to be even better than in the past.

Registration is now open. For more information and to register, visit www.pinp.org/pinp18/#PINP18.

Ontario SMACNA leading the charge for prompt-pay legislation

Continued from page 1

committee this autumn. The bill pertains to provincial, municipal, and private sector construction.

“I cannot think of any more important issue than the need for prompt payment legislation in our industry,” said Darryl Stewart, executive director of Ontario SMACNA. “The provincial legislation will have the greater impact as this has bearing on the lion’s share of projects within the province.”

“In the meantime, delinquency in payments to our members continues to extend in time,” he added. “It is not uncommon to hear from a member having hundreds of thousands, if not millions, of dollars in payments delinquent beyond 120 days.”

“I know of members who have completed projects on time, without deficiency, and still have not received final payments beyond a year after completion,” he continued. “The bottom line is our members and other subcontractors are bankrolling the industry and it is killing our businesses. Too many businesses have fallen into bankruptcy as a direct result of payment delinquency.”

On the federal level, a prompt-payment bill (S. 224) passed Canada’s Senate in May and awaits a first reading in the House of Commons. Similar prompt-payment bills are pending in other provincial assemblies.

The proposal would require the federal government to make monthly payments to contractors on public projects, which are then required to make monthly payments to their subcontractors.

For more information visit the PPO website: http://ontariopromptpayment.com.

www.smacna.org
SMACNA endorses change order reform

Join the campaign to get paid on federal change orders

Continued from page 1

The legislation allows contractors to submit a request for equitable adjustment (REA), or an increase in fee, to the federal contracting agency. The contractor may then bill the agency for any actual change order work completed while the REA is pending. Once the agency receives the REA, it must pay 50 percent of the billed change-order work amount in a timely manner to offset extra costs.

To help SMACNA push this bill on Capitol Hill and help you, please send SMACNA your examples of problems and issues you have had with change orders or are having right now.

You do not need to give your name or company name. Providing written examples is important in illustrating this problem to Congress.

Please email your experiences to Stanley E. Kolbe Jr., SMACNA's Director of Legislation at skolbe@smacna.org, and/or Tom Soles, SMACNA's Executive Director of Member Services at tsoles@smacna.org.

Additional documentation from you that will aid our efforts includes:

- On what specific federal jobs has this occurred? (Example: Federal Courthouse)
- How did this negatively impact your business? (Did you have to borrow money to meet expenses or meet payroll? Did you have to apply for an extended line of credit? Did you have to turn down other jobs?)
- Did this change your mind about doing future federal projects?
- Include how many people you employ, how long you have been in business, and additional details of interest.

Support H.R. 2594 and join SMACNA's effort to tell Congress about the negative impact of slow change order payments on your business and our industry. Your engagement and examples can advance this legislation. Capitol Hill offices need your input.

Send SMACNA your experiences with change orders today and they will be used to boost this long overdue reform.

Chapter in the News

Ohio lawmakers learn how energy efficiency creates jobs

Continued from page 1

The SMACNA-Cleveland chapter including members Tom Martin, president of T.H. Martin, John Sickie Jr., president of Duct Fabricators Inc., and John Sindyla, CEO of SMACNA Cleveland, along with the Alliance for Industrial Efficiency and the Ohio Environmental Council sponsored the event.

“We always have to stay on the leading edge to embrace energy efficiency, so we don't lose that market,” noted John Sickie of the specialized training facility.

“To stay competitive, we have to keep up with new energy efficiency technology so we can offer our customers the latest options to improve comfort, efficiency, and save money,” said Tom Martin, president of the SMACNA-Cleveland chapter and president of T.H. Martin.

“With more than 78,000 Ohioans working in the growing energy efficiency sector, the numbers speak for themselves,” said Mike Coleman, president of SMART Local 33. “Investments in energy efficiency support good, local jobs that can’t be outsourced, while helping businesses save money.”
**Learn new ideas at Business Management University, Feb. 25**

Want to be the best in the business? One of SMACNA’s flagship and most popular programs, Business Management University will give you a solid foundation to running a successful sheet metal and HVAC company.

Taught by a team of top-name experts, participants say this course began the foundation of their business education and played a role in their company’s success.

Taking place in Tempe, Ariz., from Feb. 25 to March 1, 2018, this engaging program provides an in-depth study of the practical business practices in running a company.

Through hands-on participatory sessions, case studies, and idea-sharing, participants will learn financial management, strategic planning, contractor survival skills, negotiation, surety and bonding, leadership and productivity. You’ll also have a chance to network with your equally talented and ambitious colleagues and form lifelong friendships.

Don’t miss this intensive program. It’s one of SMACNA’s longest-running and most useful courses. Mark your calendar and watch for registration opening soon on the SMACNA website.

---

**Bay Area contractors build solutions at SMACNA’s Tech University**

Approximately 50 Bay Area SMACNA contractors learned about key SMACNA standards and the latest technical apps during SMACNA’s recent Technical University at the Bay Area Training Center in Oakland, Calif.

Participants studied HVAC and industrial applications including duct construction, duct leakage testing, and fire dampers. The two-day program was led by SMACNA’s Technical Resources staff.

Using hands-on challenges and techniques covered in class, participants in teams built solutions from duct models. They investigated in-depth issues facing the sheet metal industry and learned how the standards can be applied to address those issues.

---

**The industry needs you!**

**Plan to attend 2018 National Issues Conference, May 8-10**

Now, more than ever, the industry needs you to speak out on the tough legislative issues.

SMACNA’s staff on Capitol Hill advocates every day for the industry, but it is your actions supporting industry objectives—on composite plans, health care, and regulation—that pay off for SMACNA and your business.

The annual Construction Employers of America (CEA) National Issues Conference, May 8-10, 2018, in Washington, D.C., gives you a chance to educate your members of Congress in person.

The industry needs your advocacy. Speak up for your industry and the issues so the voice of the union construction industry will be heard.

For more information on the 2018 National Issues Conference, contact SMACNA’s Capitol Hill office at (202) 547-8202. Watch for registration opening soon on the SMACNA website.

---

**Reserve your spot now**

**SMACNA’s 2018 Collective Bargaining Orientation, March 13**

Get ready to learn the latest news, labor trends, and essential information, during SMACNA’s 2018 Collective Bargaining Orientation in Dallas, March 13, 2018.

Whether you are an experienced or young contractor or a new or future bargainer, you will learn the key bargaining skills to make your bargaining a success.

This one-day workshop will provide the basics for new bargainers and a refresher for experienced bargainers. This program is helpful for new negotiating committee and bargaining committee members, SMACNA contractors, and chapter executives.

Participants will learn from SMACNA’s outside legal counsel and SMACNA’s Labor Department on preparing for bargaining, the legal framework for bargaining, and preparing for challenging situations.

You’ll also study how to fine-tune your labor relations skills, develop good relationships with your union counterparts, and bring new ideas to the table.

Register today on SMACNA’s Events and Education webpage. The deadline to register is Jan. 26, 2018, so don’t delay.

---

**SMACNA welcomes new members**

- **Capital Industries**, Austin, Texas – Austin Sheet Metal Association Inc.
- **Kasl Enterprises**, Troy, Mich. – SMACNA Metropolitan Detroit Chapter
- **Themis Chimney Inc.**, Bronx, N.Y. – S/M and AC Contactors Assn. of New York City Inc. (NYC SMACNA)
Help prevent suicide in the construction industry—be aware, be prepared

September is Suicide Prevention Month. The construction industry is at high-risk for this serious mental health issue and is making its prevention a priority.

A recent Centers for Disease Control (CDC) study on Suicide Rates by Occupational Group has brought this to the forefront, ranking construction as first in the number of suicide deaths and second in suicide rate.

Yet, it is preventable. That's why SMACNA has joined the Construction Industry Alliance for Suicide Prevention, which is sponsored by the Construction Financial Management Association. The Alliance brings together industry associations and organizations to spread the word with one goal: creating a zero-suicide industry.

We can all help prevent suicide. We can create a collective awareness effort simply by making suicide prevention talked about and accessible. Then, problems can be addressed before they reach the crisis point.


Suicide Prevention Month highlights the numerous issues this dreaded problem creates. Learn how to get help, download materials, and find resources on their website, suicidepreventionlifeline.org. The National Suicide Prevention Lifeline’s message is #BeThe1To.

We encourage you to read the Construction Industry Blueprint for Suicide Prevention in the Workplace, which provides valuable understanding of the issue.

Feel free to reach out to Mike McCullion, SMACNA director of market sectors and safety (mmccullion@smacna.org / (703) 995-4027), with any questions you have about our support of the Alliance.

New technology sessions provide fresh solutions

SMACNA’s exhibitors and associate members will bring you the latest technological solutions during the popular Product Show at SMACNA’s 74th Annual Convention in Maui.

Six New Technology Sessions will take place on the Product Show floor on Tuesday morning, Oct. 24, at the Wailea Beach Resort Marriott—just a short stroll from the Grand Wailea. Take a look at four of these new technology sessions.

8:10 a.m. – 8:35 a.m.
Daikin Applied: New HVAC Technology Report
Daikin Applied is a HVAC technology leader with the technology know-how to solve your customers’ problems. Join us for a quick overview of Daikin Applied’s latest new technology for intelligent controls, air handlers, rooftops, and air and water-cooled chillers. Presented by Ben Schlinsog, Daikin Applied (SMACNA Premier Partner).

8:45 a.m. – 9:10 a.m.
Jobsite Technology – Streamline Your Productivity
ONE-KEY™ is the first digital platform for tools and equipment. Combining a free-to-use inventory program with the industry’s smartest tools, ONE-KEY™ provides a new level of control and access to information that will revolutionize the way work gets done. Come and learn how to streamline your productivity. Presented by Laura Faris, Milwaukee Tool (SMACNA Premier Partner).

9:20 a.m. – 9:45 a.m.
Energy Harvesting Products
Discover Titus’ line of energy harvesting products, including how they work, how they install, and why they are a cost-effective, comfortable solution for your HVAC needs. Don’t miss it! Presented by Trenton Yarbrough, Titus (SMACNA Premier Partner).

9:55 a.m. – 10:20 a.m.
The Superior Steel Buyer
Majestic Steel USA understands the complexities involved with steel purchasing. They also recognize the need to keep customers informed of market conditions and protected from product misrepresentation. Reserve time to watch them demonstrate their award-winning app, “Unravel,” along with their free weekly digital publication, “The Core Report.” Presented by Tim Quinn, Majestic Steel (Silver Associate Member).

SMACNA’s 74th Annual Convention takes place at the Grand Wailea and Wailea Beach Resort-Marriott Maui, Oct. 22-25. Register today on SMACNA’s Annual Convention webpage. ■

Safety first! Attend Safety Champions Conference, Feb. 25-27


A continuing effort to help create an improved safety culture, the Safety Champions Conference will focus on current safety and health issues facing the sheet metal industry and how to overcome them. The conference is sponsored by SMACNA and the Sheet Metal Occupational Health Institute (SMOHIT).

The conference is free to all Industry Fund contributing contractor representatives—you only need to pay for travel and hotel accommodations.

Prior conferences have traditionally included a diverse list of attendees including representatives from SMACNA’s labor partner SMART, SMACNA contractors, and JATC training centers.

The SMOHIT Safety Matters Awards will also be presented to individuals and companies who actively spread the word about safety and health. Directed to those

Continued on page 6
Thank you Product Show breakfast sponsors

SMACNA would like to thank the following chapters for their support of the 2017 Product Show during SMACNA’s Annual Convention at the Grand Wailea and Wailea Beach Resort-Marriott, Maui.

The following chapters have sponsored the Product Show breakfast on Tuesday morning, Oct. 24.*

- Associated Sheet Metal and Roofing Contractors of Connecticut
- Bay Area SMACNA Chapter
- Capital District SMACNA (New York)
- Houston Sheet Metal Contractors Assn.
- SMACNA Arizona
- SMACNA Boston
- SMACNA-Cleveland
- SMACNA-Colorado
- SMACNA Greater Chicago
- SMACNA Mid-Atlantic
- SMACNA-New Mexico
- SMACNA-Ontario
- SMACNA of Central Indiana
- SMACNA of San Diego
- SMACNA of Southeastern N.Y.
- SMACNA of Southern Nevada
- SMACNA Southern California
- SMACNA St. Louis
- SMACNA-Western Washington Inc.
- SMCA of Philadelphia and Vicinity

(*List complete as of Sept. 1.)

 HVAC Contractors Forum

General and mechanical contractors—in partnership together

What does a general contractor look for in a HVAC or mechanical contractor? What should a HVAC or mechanical contractor look for in a general contractor?

In the HVAC Contractors Forum, “GCs and HVAC Mechanicals: In the Building Process Together,” Monday morning, Oct. 23, during SMACNA’s 74th Annual Convention in Maui, you’ll learn the key elements of a good working relationship between SMACNA member, Peterson Mechanical, and general contractor, McCarthy Building Cos.

The panel, featuring Richard Henry and Randall Natsch of McCarthy Building Companies and David Pometta of Peterson Mechanical Inc., will share what each party expects from the other, what works, and what doesn’t. They’ll cover costs and budget, design integration, building information modeling execution, technology and people and risk management with specific examples from a complicated hospital project.

SMACNA’s 74th Annual Convention takes place at the Grand Wailea and Wailea Beach Resort-Marriott Maui on Oct. 22-25. Register today on SMACNA’s Annual Convention webpage.

---

Save time, streamline workflows with construction mobile apps

If you are interested in saving your field staff time and money by streamlining processes, you’ll want to attend “Apps for Construction—Exploring the Five Workflows for Mobile Devices,” during SMACNA’s 74th Annual Convention in Maui.

Rob McKinney will demonstrate the ins and outs of the five work flows for mobile devices, mobile device management, and app selection and implementation, as well as his thoughts on the future of technology.

A consultant with JBIKnowledge Inc. and a self-taught construction technologist, Mr. McKinney has developed a mobile device program centered around applications used on tablets and smartphones.

The session’s purpose is to research and implement new apps and devices to improve workflows. The end goal is to save field staff time and money by streamlining processes and creating a more collaborative work environment.

Don’t miss SMACNA’s 74th Annual Convention in beautiful Maui on Oct. 22-25. Register today on SMACNA’s Annual Convention webpage.

---

Safety first! Attend Safety Champions Conference, Feb. 25-27

Continued from page 5

who have a “voice in safety and health” regardless of job title, responsibilities, or company size, winners demonstrate safety through example and have a passion for keeping workers safe and healthy.

SMACNA contractors interested in attending or submitting candidates for Safety Matters Awards, contact SMACNA Director of Market Sectors and Safety Mike McCullion (mmccullion@smacna.org / (703) 995-4027).

Learn more about the conference on the SMOHIT website, www.smothit.org.
Thank You 2017 Associate Members!

**Platinum**

- FEDERATED INSURANCE
- VICON

**Gold**

- DAIKIN
- MESTEK MACHINERY
- Milwaukee
- DEWALT
- Titus
- GREENHECK
- quotesoft
- Johns Manville

**Silver**

- AUTODESK
- DURO DYNE
- FAST EST, INC.
- OWENS CORNING
- CARLISLE
- Kingspan
- Foster
- Applied Software
- K-FLEX USA
- PlanGrid
- SHEET METAL CONNECTORS, INC.
- HCP
- CLWARD
- Trimble
- RUSKIN
- DUCTMATE Industries, Inc.
- RMBX
- RHUMBIX
- Thermaflex
- CADDY
- retrotec
- TRANE
- MAJESTIC STEEL USA

**Bronze**

- ALAN Manufacturing Inc
- Gripple
- Valnor
- EMPOWER Air Technologies
- FireSafe
- Gripnail
- therma duct
- Lloyd Industries
- Conklin
SMACNA reminders

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

October 2017

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