2020 ASSOCIATE MEMBER PROGRAM

SMACNA
77th Annual Convention

SEPT. 27-30, 2020 | THE BROADMOOR
COLORADO SPRINGS, CO
SMACNA’s Associate Member program is more than a sales encounter. It is a unique opportunity to build a lasting relationship and become a valued resource to SMACNA contractors—the industry’s premier contractors.

SMACNA contractor members rely on SMACNA’s Associate Members to learn about the latest innovations in the sheet metal and HVAC marketplace.

THE ASSOCIATE MEMBER PROGRAM WILL:

- Put you in touch with the key purchasing decision makers
- Provide you with ongoing visibility to these best-in-class contractors
- Create opportunities for SMACNA contractor engagement beyond the instant point of sale

In addition to a monthly news and advertising vehicle, the program is robust with events and opportunities to meet and network with the SMACNA members.

WHO BENEFITS FROM ASSOCIATE MEMBERSHIP?

Manufacturers of products and suppliers of services that provide solutions to these highly sought-after industry leaders. There’s no better way than SMACNA’s Associate Member program to reach this select market of construction industry leaders who perform private and public HVAC and sheet metal work in:

- Residential
- HVAC Commercial
- Architectural Sheet Metal
- Industrial & Custom Fabrication

Start Your Successful Partnership with SMACNA Today

Contact your SMACNA Show Management Team at (703) 259-6118 or email smacna@naylor.com for more information.
2020 ASSOCIATE MEMBER BENEFITS

SMACNA CONTRACTORS ARE POWERFUL, SERIOUS BUYERS

EXCEPTIONAL NETWORKING ADVANTAGE

SMACNA’s annual Product Show, held in conjunction with the Association’s Annual Convention, provides opportunities for Associate Members to meet directly with SMACNA contractors, C-level owners and key executives from the largest North American sheet metal, HVAC, and specialty metal contracting firms.

The Product Show is a half-day event with no competing sessions, orchestrated by design for full attendance by all members. SMACNA turns a spotlight on Associate Members during this flagship event, giving special recognition and numerous promotional opportunities throughout the show.

WHO ARE SMACNA CONTRACTORS?

Multitalented contractors specializing in HVAC systems and commissioning; architectural sheet metal; industrial sheet metal; kitchen equipment; specialty stainless steel work; custom fabrication; building enclosure, testing and balancing; residential service, energy management service, and retrofit.

SMACNA and its members drive the construction industry with ground-breaking research and best practices in energy efficiency, indoor air quality, duct construction and architectural sheet metal, to name only a few. SMACNA contractors set the standards for the sheet metal and HVAC industries.

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2020 SMACNA ASSOCIATE MEMBER PROGRAM – JOIN NOW!

SMACNA CONTRACTORS’ REVENUES AND MARKET SHARE ARE ON THE RISE

According to a recent Engineering News-Record (ENR) magazine’s Top 600 Specialty Contractors Report, SMACNA members represented the majority of sheet metal firms.

- 61% SMACNA members
- 80% SMACNA members

TOP 50 mechanical firms

Total annual revenue of $1.2 BILLION

Annual revenue from TOP 50 mechanical firms

$14.9 BILLION

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