

MARCH 2014

SMACNA Mid-Atlantic Chapter Connections

The Sheet Metal and Air Conditioning Contractors' Association

www.smacnaatl.org

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Inside this Issue

1. Contractors Meet Legislators
2. Frankly Speaking
3. Suppliers' Committee Meets
4. Legislative Conference

*Northeast States
Sheet Metal Coalition
Spring Meeting*

April 3 -5

*South Beach
Florida*

*The James Royal
Palm Hotel*

Call 888/526-3778

*For Details Call:
412/922-0130*



Contractors Meet with Maryland Lawmakers



On January 29th members of the Alliance for Construction Excellence (ACE) met with members of the Maryland State House Economic Matters Committee and the Maryland State Senate Finance Committee. ACE is a coalition of the premiere construction specialty contractor associations.

Jim Kelleher and

Representing SMACNA Mid-Atlantic Chapter were Vice President Stan Fleischer, Treasurer Dale Trunnell, Sheet Metal Industry Fund Chairman Jim Kelleher, and Executive Director Bernie Brill. Other ACE members represented were the Washington, D.C. and Baltimore Chapters of NECA, Mechanical Contractors Association of Metropolitan Washington; D.C. Metropolitan Subcontractors Association; Mechanical Contractors Association of Maryland; and the Ironworkers Employers Association of Washington.



Contractors and legislators exchanged information and ideas on issues such as minimum wage, mandatory paid sick leave, enforcement of worker fraud/misclassification; prompt pay, and other issues of key importance to contractors.

You are invited to "Happy Hour at the Harbor"

Members are invited to attend "Happy Hour at the Harbor" on Thursday, April 10 from 5 to 7 p.m. at McCormick & Schmick's scenic National Harbor location. The National Harbor is an easy and convenient to reach! Take a mid-week break by joining friends and business colleagues for an after-hours beverage and hors d'oeuvres.

This event is being hosted by SMACNA Mid-Atlantic Chapter's Associate Members. It is a great way to hear about the latest industry developments, exchange ideas, and see old friends.

There is no fee to attend, but members do have to register. Please complete and return the enclosed form or call 301/446-0002 x 100.

Many thanks to our associate members for supporting this always well attended and popular event!



A Special Educational Seminar--

Refuse to Lose:

Thriving as a Sheet Metal Contractor in a Crazy Economy

8 – 2 p.m.
March 18, 2014

SMACNA Mid-Atlantic Chapter Conference Room

Presented by
Kevin Dougherty

This program is for:

- ✓ Owners
- ✓ Foremen
- ✓ Supervisors
- ✓ And others who interact with current and prospective customers!

Call 301/446-0002 to register!



“Frankly Speaking”

Frank Battaglino
Chapter President
President of Metro Test & Balance

Have you noticed the impressive “Calendar of Events” SMACNA and the SMACNA Mid-Atlantic Chapter has compiled? It is unbelievable! Whether it is educational or social, SMACNA programs work for you and your team! I am referring to page 3 of this newsletter and our organizations’ respective web sites.

Be sure not to overlook SMACNA’s Project Manager’s Institute or the Supervisory Training Academy. I hope you and your key people are planning to sign up.

Today I am challenging all of our contractors to send a least one person from their company to attend **SMACNA’s National Issues Conference** April 30 – May 2. This conference is in downtown Washington and is one program you cannot afford to miss.

Not only will you hear from key lawmakers, but you will learn what is happening regarding pension reform as it relates to multi-employer plans and meet contractors from across the country who share your concern for the future of our industry.

“I will be there and hope you will be too!”

This is also an opportunity to go to Capitol Hill and meet with your elected officials. Our lawmakers need to know who we are what we do. If we are not willing to go out and tell our story then it simply doesn’t get told.

As you know, we have a great story to tell. Our industry provides important products and services to our society, creates thousands of well paying jobs, and contributes to our country’s high standard of living.

And don’t worry if you think you don’t know all the issues. SMACNA does an excellent job of briefing everyone before they go. If you have never done this before it is a wonderful experience! Meeting with our senators and congressional representatives and sharing with them our concerns is key to our survival and success.

It is vitally important we have a strong showing of SMACNA Mid-Atlantic Chapter members at this conference. Fortunately, for us there is no airfare, hotel, and the time commitment is minimal. I will be there and hope you will be too!

Worker Fraud/Misclassification



The state of Maryland is staffing up enforcement efforts regarding the recently passed laws that fine companies for hiring people as independent contractors when they meet the qualifications for being employees.

If you have information relating to a particular work provider that you believe is in violation of the law, please contact the Worker Classification Protection Unit:

- Complete the Construction and Landscaping Worker Misclassification Reporting Form (Word format, 119KB, download Word viewer for free) (PDF document, 38KB, download Adobe Acrobat for free)

- Call the WCPU Hotline at 410-767-9885
- Email wcpu@dllr.state.md.us
- Or write to:

Worker Classification Protection Unit
Division of Labor and Industry
1100 North Eutaw Street, Room 607
Baltimore, Maryland 21201
Telephone: 410/767-9885
wcpu@dllr.state.md.us

If you would feel more comfortable having the Chapter office file the report, this can be done as well. Email the name of the company believed to be in violation, the project, the date you observed "independent contractors" doing the work of employees, and any other vital information.

Email: info@smacnaatl.org

Upcoming Events:

Please mark these events on your calendar!

March 18 – "Refusing to Lose," with Kevin Dougherty; Greenbelt, MD

April 3 - 5 – Northeast States Sheet Metal Coalition Meeting; Miami Beach, FL

April 10 – "Happy Hour at the Harbor," National Harbor Place, MD

April 10 - 12 -- SMACNA Supervisor Training Academy; Tempe, AZ

April 28 - 30 – SMACNA's Project Managers Institute; Raleigh, NC

April 30 - May 2 – SMACNA National Issues Conference; Washington, DC

May 14 – SMACNA Mid-Atlantic Chapter Golf Tournament; Argyle Country Club

May 19 – SMACNA's Financial Boot Camp; Tempe, AZ

June 24 - 25 – SMACNA's Succession Planning for Contractor and Future Leaders; Dallas, TX

Sept. 18 – MCA Maryland "Industry Night on the Terrace; Baltimore, MD

Oct. 8 – SMACNA Mid-Atlantic Chapter Annual Meeting; Greenbelt, MD

Oct. 12 - 15 – SMACNA 2014 Annual Convention; San Antonio, TX

Nov. 10 – MCAW/ASHRAE/SMACNA Annual Trade Show; Bethesda North Marriott (new location);

For more information, please go to:

www.smacnaatl.org

www.smacna.org

SMACNA Safety Survey—ALL Members Encouraged to Participate



SMACNA Mid-Atlantic is urging all members to participate in this year's survey. The annual SMACNA Safety Excellence Awards Program (SSEAP)

allows SMACNA to obtain valuable information about our members' safety and health programs, track crucial safety data to gain a historical perspective, and provide vital safety feedback to SMACNA contractors. Your input is critical to the program's success.

Perhaps the best reason to participate in the survey is that members will receive a copy of the results and be able to compare their results to those of similar size companies!

Most information needed to complete the survey can be found in your company OSHA 300 Log records.

The entries also determine the winners of the annual safety awards which can be a real boost to your company's reputation and employee morale. Submitting your safety survey online is easy and confidential, so be sure to submit your survey online today.

Simply go to the safety survey link on the SMACNA home page or visit SMACNA's Safety Web page for a hard copy of the survey.

All entries must be received by May 23, 2014.

For more information or questions, contact Mike McCullion, SMACNA's director of safety and health by emailing mmccullion@smacna.org or calling 703/ 995-4027.

Chapter Suppliers' Committee Meets



In January, SMACNA Mid-Atlantic Suppliers Committee held a meeting attended by Sean Welch of H&B Products Inc., David Boggs of Lyon Conklin & Co. Inc., Nick

Discolo of Milwaukee Tool, Nick Evans of Armacell Advanced Installation, Mike Herndon of N.B. Handy, Ken Barr of Duro Dyne Corporation, Patti King of Metropolitan Equipment, Jeff DeSanto of Sam Desanto Co., INC. and Pam Neilson of Industrial Products Supply to discuss the upcoming and exciting events for 2014.

Chairman Sean Welch opened the meeting by reflecting upon all the activities the suppliers had supported throughout 2013.



With so much success to look back on, it was agreed to continue in those footsteps. The Committee plans to support a spring time Happy Hour in the National Harbor, the Annual Chapter Golf Tournament, a Suppliers Showcase of the Connections newsletter, tours of their facilities, advertising in the SMACNA Mid-Atlantic Chapter directory and table top displays at the annual chapter meeting. SMACNA Mid-Atlantic Chapter proudly recognizes and appreciates the value of associate members.