

OCTOBER 2011

SMACNA Mid-Atlantic Chapter *Connections*

The Sheet Metal and Air Conditioning Contractors' Association

www.smacnaatl.org

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Mid-Atlantic Chapter Garner Multiple Recognitions During 2011 SMACNA Annual Convention

During the at the SMACNA 68th annual convention in Colorado Springs, staff and members of the Mid-Atlantic chapter were recognized for their outstanding legislative and safety achievements.

Robert Gawne, chief executive officer of Stromberg Metal Works, Beltsville, Md., was recognized as the **Legislative Contractor of the Year**.

"The Legislative Contractor of the Year Award is the highest legislative honor a contractor may earn within our organization and it is for Bob's truly outstanding and ongoing legislative, political, and policy activism that we honor him today," announced 2011 SMACNA President Jim Boone. "...Two U.S. Presidents; as well as, leaders of the U.S. House and Senate have come to Bob's facility in suburban Washington, D.C., to seek his advice and support. The recent capital equipment expensing initiative was announced legislation by President Obama at Stromberg Metal Works."

"Bob has demonstrated a uniquely effective enthusiasm for representing his association and industry in his home state of Maryland as well as the nation's Capital in legislative and political matters," Boone stated.

Each year, SMACNA recognizes its members for their outstanding safety and health performance through SMACNA's Safety Excellence Award Program (SSEAP). For the 2011 program, more SMACNA contractors reported "zero injury incidents" over 2010 as 130 member companies reported zero injuries compared with 113 last year, a significant increase—an indication that SMACNA contractors take safety seriously. **CMC Sheet Metal**, Capitol Heights, MD was awarded **first place in the 300,001-400,000 hours category**.

Bernie Brill, Executive Director of the SMACNA Mid-Atlantic Chapter, was recognized as the **Chapter Executive Legislative Advocate of the Year**.

"Bernie has been out in front on Capitol Hill on many issues for our association and his members in Maryland, Virginia, and Washington, D.C.," said 2011 SMACNA President Jim Boone. "He has been active at state capitals as well as the District of Columbia city hall. He has greatly expanded his chapter's active participation in SMACNA's legislative and political programs to benefit all members of SMACNA, not just his members from the Washington metropolitan region."



**Register
Today!**

**ASHRAE/MCAMW
&
SMACNA
Mid-Atlantic**

Annual Tradeshow

November 19th

**Bethesda Marriott
5151 Pooks Hill Road
Bethesda, MD**

5 – 8 p.m.

- **New Technologies**
- **Meet Mechanical and General Contractors**

**\$25 per person
includes
buffet & open bar**

**301/446-0002
X 100**

Register Today!



Bernie Brill
Executive Director
*SMACNA Mid-Atlantic
Chapter*

Be a Part of Something *Really* Special

There is little question that SMACNA is a vital voice on the most important issues facing sheet metal contractors today. Without question, we are a forceful advocate on matters of public policy—whether it is battling legislation that would handicap our industry or working to promote positions that will strengthen our members' businesses.

SMACNA does a superb job of representing our industry on Capitol Hill through the efforts of SMACNA's Director of Legislation Stan Kolbe and Director of Political Affairs Dana Thompson.

Locally, SMACNA Mid-Atlantic is part of an active coalition, Alliance for Construction Excellence or ACE, which monitors legislative activities in Annapolis, Richmond, and Washington, D.C. ACE is made up of eight construction associations (both union and non-union) who work together on such issues as Workplace Fraud/Misclassification, DC's Safe and Sick Leave Act, and First Source.

First, to have influence with lawmakers it is necessary to have credibility. This is created over time by building a relationship of trust through the sharing of information, demonstrating good will, and most importantly, being visible. This means attending public hearings, making office visits, assisting in the process of writing legislation, and yes, participating in fundraisers.

SMACNA Mid-Atlantic is also your representative with Sheet Metal Workers Local 100. Whether it is negotiating a new collective bargaining agreement or working together on issues of mutual interest, your organization is out front making a difference.

However, SMACNA cannot be effective without your support and participation. Our chapter is fortunate to have members who are willing to donate their time, expertise, and energies at the national level to provide direction on key projects.

At the chapter level, we also have members on a variety of committees who generously contribute their time. However, we need your help!

More members are needed to assist with the legislative and regulatory issues that affect our industry. The chapter will soon be co-sponsoring events to meet state legislators from Maryland and Virginia. And of course, there are the monthly Maryland Construction Roundtable meetings in Baltimore. I request that you contact me if you have an interest in attending these meetings and helping us deal with local political issues. It's fun, it's educational, and most importantly, you can make a real difference!

THRIVE
A True High School, Real Life Internship
and Career Experience at Stromberg
Metal Works



This summer SMACNA/Mid-Atlantic Chapter and SMW- Local 100 participated in the THRIVE PROGRAM.

This internship program is sponsored by The Truland Company and 2011 is the third year of THRIVE working with young people.

THRIVE is designed so that students in local high schools throughout the DC Metro Area will gain real life work experiences which should help them grow as young adults. In addition, THRIVE provides vocational direction, builds job skills, and increases independence and self-esteem so that students are prepared for success in the workforce.

From their very first day at Stromberg Metal Works, Riley and JaVohn were assigned "real life sheet metal tasks" in Stromberg's Beltsville shop.



On the left is THRIVE Intern Ryan Riley. Ryan recently graduated from Booker T. Washington Public Charter School. On the right is THRIVE Intern JaVohn Lee. JaVohn graduated from IDEA Public Charter School. Both Riley and JaVohn worked

at Stromberg Metal Works for six weeks. Shop Superintendent Jimmy Beck was very impressed by their work ethic and willingness to learn and produce! Both Riley and JaVohn would



like a career as a professional in the Sheet Metal Industry.

We look forward to next summer and participating in the THRIVE Program. If any SMACNA Contractor is interested in having Riley and JaVohn join their team, please contact Tony Navarro at 240/535-2314.

SSA Going to Frederick County

The U.S. General Services Administration said it has acquired a site at Urbana in Frederick County on which to construct the Social Security Administration's new national data facility. According to GSA officials, the site—picked from more than 150 potential locations—provides the best opportunity for timely and cost-effective construction of the facility.

SMACNA Welcomes L.D. Burkindine

SMACNA welcomes L.D. Burkindine Sheet Metal as its newest chapter member. The firm, located Centreville, MD, is owned by **Larry Burkindine**. The company is involved with commercial HVAC, custom fabrication, and architectural sheet metal. For more information please call 410/482-9090 or email: lburkindine@aol.com.

Chapter Gains New Associate Member, K-FLEX USA

SMACNA welcomes K-FLEX USA as its newest associate member. Based in Youngsville, NC, the group specializes in elastomeric closed-cell insulation and duct liners. **Steve Brown** and **Phil Donovan** are the regional sales managers active in the Mid-Atlantic area. For more information about K-FLEX and its products, call (800) 765-6475 or e-mail Steve.Brown@KFLEXUSA.com

MOSH Consultant Meets with Chapter Safety Committee

Maryland Occupational Safety and Health Consultant Richard Heiser met last month with SMACNA Mid-Atlantic's Safety Committee to discuss a variety of topics including safety inspections, reporting requirements, first aid issues, and much more.

Heiser discussed what is considered a "recordable" injury and what is not. He also showed members what should be in every company's safety manuals and the proper handling of materials data safety sheets.



Chapter Members Serving on National SMACNA Committees

Congratulations to the following chapter members who have been appointed to serve on SMACNA Committees:

Jerry Robinson
Technical Resources Committee

Rick Freeman
HVAC Contractors Council Steering Committee

Brad Koch
Architectural Sheet Metal Task Force

Joe Visgaitis
Safety and Health Committee

Bernie Brill
Legislative Committee

Articulation Agreement Signed with JATC

The Queen Anne County (MD) Public Schools in September has signed an Articulation Agreement for their Welding Program. This

means that students who successfully complete the program and pass the exam have a path to the apprenticeship without having to take the math exam. The agreement will allow the program to enroll (into an apprenticeship with a six month probationary period) career and goal oriented candidates who are high school vocational education graduates. Special recognition and thanks to Vince McGowan, Jr. of CMC who made a connection with their Career and Technology Supervisor, Tina Thomas.

New Marketing and Sales Seminar December 13 - Registration Underway

The always popular Kevin Dougherty returns with a new program entitled, "Selling and Marketing Construction Products and Services" is set for Tuesday, December 13th. This program is especially for those who have the responsibility of attracting and retaining business. Today's sales professionals must go beyond social relationships with customers, to develop mutually beneficial alliances. Understanding your marketing "niche" and knowing how to leverage your firm's strengths are important steps in maximizing profits in a down economy.

This program is for company owners, presidents, officers, and those with sales and marketing responsibilities. Registration is \$125 per person and includes materials, lunch, and refreshments. Space is limited so please register early!

THE 2011 BUILDERS' BALL

November 19, 2011
National Building Museum
Washington, DC
www.BuildersBall.org

Sponsored in part by:
SMACNA Mid-Atlantic