

Merry Christmas! Connections

The Sheet Metal and Air Conditioning Contractors' Association

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Chapter Members Participate in National Convention in Phoenix



Kristy Nichols, Karen
Brooks, and Kathy
Bigelow

The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) hosted its 73rd Annual Convention at the JW Marriott Desert Ridge Resort and Spa in Phoenix, Oct. 16-19.

Eighteen SMACNA Mid-Atlantic Chapter members participated in a variety of educational and social programs.

One of the popular program speakers was Michael McLin who urged contractors to think seriously about prefabrication. He told members to think of prefabrication as a new way of doing business. He said, "Today, best-in-class contractors are bringing 50 to 60 percent of their field labor into the prefabrication process."

SMACNA Mid-Atlantic once again showed their strong support for the association's government affairs program by attending the SMAC PAC (political action committee) dinner and auction.

On October 18 SMACNA Mid-Atlantic Chapter members got together with chapter members from Milwaukee and Las Vegas.



Frank Battaglino & Jim Haller

Members travelled to the Talking Stick Resort's Orange Sky Restaurant to enjoy dinner and to watch the sun set over the mountains.

On the final night of the convention contractors were treated to a concert by the Doobie Brothers. The band played many of their popular hits along with many of their newer tunes.

The 2017 SMACNA Annual Convention is in Maui October 22-25 at the Grand Weilea Hotel. Mark these dates on your calendar and plan to attend. For more information go to www.smacna.org.



Time is of the Essence

Dale Trunnell
Chapter President
Metro Mechanical Contractors

It is indeed a pleasure to wish you and yours and very Merry Christmas and Happy New Year! 2017 promises to be a year full of new challenges and opportunities throughout our area. For many 2016 was a “turn-around” year seeing sales increase for the first time since 2008. I am energized by what I read and hear about money being spent on infrastructure, schools, hospitals, sports complexes, residential, and of course GSA projects.

The question many are asking is whether our industry will be prepared for the future workload? Will we have enough people to fulfill the need? What impact is technology having on our businesses? And what is it that we don’t know?

With baby boomers retiring at the rate of 10,000 per day, our JATC will be challenged to work harder at identifying and training tomorrow’s work force. Everyone has taken notice of the changes BIM has brought to our workplaces, but that is just the beginning. Drones, 3-D goggles, and lasers are not just ideas for tomorrow, they are here and being implemented on the job site.

Like many of you, these things did not exist when I was in school and yet it is necessary to stay current with technology, the new technical manuals, and at the same time being aware of the new legislative initiatives impacting our business.

SMACNA and the SMACNA Mid-Atlantic Chapter are great resources for you to use in helping to stay up-to-date on the many changes taking place within the construction industry. Be sure to attend the many outstanding programs offered during the coming year including the legislative conference in May and the annual convention in October.

I am working to reconstitute our Safety Committee. It is hoped that at least one member from each of our member firms will be designated to work on this important effort.

Educational seminars are being lined up as you read this newsletter. The first will focus on collection and local prompt payment bills that will help contractors be paid in a more timely fashion. If you have questions about liens, how to file one, when should it be done, and so forth, you won’t want to miss this program.

Make a New Year’s Resolution to get involved in an association activity or program that interests you. You will not only enjoy the experience, but learn more than you could imagine. Have a safe, prosperous, and healthy 2017!



CMC Sheet Metal Recognized



CMC Sheet Metal Inc. has been selected for the 2016

Best of Capitol Heights Award in the Sheet Metal Duct Manufacturer and Installer category by the Capitol Heights Award Program.

Each year, the Capitol Heights Award Program identifies companies that have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and the community. These exceptional companies help make the Capitol Heights area a great place to live, work and play.

Various sources of information were gathered and analyzed to choose the winners in each category. The 2016 Capitol Heights Award Program focuses on quality, not quantity. Winners are determined based on the information gathered both internally by the Capitol Heights Award Program and data provided. The Capitol Heights Award Program is an annual awards program honoring the achievements and accomplishments of local businesses throughout the Capitol Heights area. Recognition is given to those companies that have shown the ability to use their best practices and implemented programs to generate competitive advantages and long-term value.

The Capitol Heights Award Program was established to recognize the best of local businesses in the community. The mission is to recognize the small business community's contributions to the U.S. economy.



Washington, D.C. Area Contractor Given SMACNA Career Achievement Award

Robert B. Gawne, CEO of Stromberg Metal Works Inc., Beltsville, Md., received the SMACNA Career Legislative Achievement award at the Sheet Metal and Air Conditioning Contractors' National Association's (SMACNA) 73rd annual convention.

"The Career Legislative Achievement Award is one of the most esteemed legislative honors a contractor or chapter executive may earn within the organization," announced 2016 SMACNA President Guy Gast. "This award recognizes Bob's long-standing, dedicated legislative and political leadership since entering our industry as a sheet metal contractor." President Gast said.

Few firms have been as high profile in the legislative, political and policy field as Stromberg Metal Works with nationally noted visits by U.S. presidents, senators, and representatives, and a long list of state and local officials from governors to council members. In addition, Gawne's firm has always been available at critical times during legislative hearings to represent SMACNA on Capitol Hill to voice our membership's concerns on pension reform, procurement rules, construction tax incentives, infrastructure investment, worker misclassification, and general contractor accountability.

A graduate of the University of Notre Dame's class of 1950 with a degree in mechanical engineering, Gawne also served as a captain in the U.S. Marine Corps from 1950 to 1953. A past president of the National Environmental Balancing Bureau (NEBB), Gawne is also a former member of SMACNA's Testing, Adjusting, Balancing (TAB) Council Steering Committee. He proudly serves on the SMACNA College of Fellows and served on the SMART/SMWIA Local 100 apprentice committee and board of trustees.

New Chapter Directory



The 2017 SMACNA Mid-Atlantic Chapter's Membership Directory and Buyers' Guide has been widely distributed to members, mechanical contractors, general contractors, and government officials.

A limited number of additional copies are available and may be ordered from the office by calling 301/446-0002 x 100 or emailing info@smacnaatl.org.

Prompt Pay Bill in DC and Maryland

Nothing is more important to a contractor than being paid in a timely manner. Recently, two local jurisdictions responded to complaints by subcontractors that legislation was needed to assure workers and suppliers got paid on time and that the financial security of small businesses was not jeopardize.



George Wilson

The DC City Council passed emergency legislation on September 20, 2016 that immediately implements the Procurement Integrity measure that is currently under Congressional review. Bill B21-0870, the "Procurement Integrity, Transparency, and Accountability Emergency Amendment Act of 2016 calls for subcontractors to be paid seven days after the general contractor is paid.

The Alliance for Contractor Excellence (ACE) recently met with George Wilson, Chief Contracting Officer at the Office of Contracting and Procurement for the District of Columbia to support this effort and to encourage greater transparency in the process. ACE reinforced the idea of having a web site where the District will post when the general contractor is paid. Subcontractors can then check on site and expect prompt payment.

On May 19, 2016 Maryland Governor Hogan signed Senate Bill 826 which says a prime contractor may not require a subcontractor to begin change order work under a contract until the procurement officer for the unit issues a written change order that specifies whether the work is to proceed in compliance with the terms of the contract.

This includes:

1. An agreed to price which may include a pre-established catalog or unit prices based on local prevailing wage rates and equipment and material costs for each task required for the change order as included in the bid documents at the time of the bid;
2. A force account;
3. A construction change directive; or
4. A time and materials basis.



SMACNA's New Residential Standard Code Now Available

The newly revised 8th edition of the SMACNA's "Residential Comfort Systems Installation Standards Manual" is now available.

More detailed information and new concepts are included in the 278-page publication for earth energy heat exchanger methods and ground source heat pumps.

Updated information regarding HVAC accessories as UV lights, zoning, and advanced air filtering methods to enhance indoor environmental quality for occupants.

SMACNA members are eligible to receive a free copy by contacting SMACNA at 703/803-2980.