

MAY 2014

SMACNA Mid-Atlantic Chapter Connections—*Suppliers' Showcase Issue*

The Sheet Metal and Air Conditioning Contractors' Association

www.smacnaatl.org

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"How to be a more Effective Foreman" An educational program with Kevin Dougherty



Interested in improving your communication skills, and being more productive? This program covers proven conflict resolution techniques, communication skills, productivity enhancement, motivational tactics, time management ideas and many more skills that a foreman needs in order to thrive today.

This program is designed to help anyone who manages people; from the new foreman to the experienced veteran all attendees will come away with tools that will make an **immediate impact on job performance**.

The program is scheduled for Wednesday, June 11 at SMACNA Mid-Atlantic's Chapter Conference Room from 7:30 a.m. to 3 p.m. With space filling quickly, please register today!

SMACNA Mid-Atlantic and SMART Local 100 Enter Labor Negotiations

SMACNA Mid-Atlantic and SMART Local 100 representatives are meeting in an effort to put together a new collective bargaining agreement. There are many issues being discussed including wages, training requirements and holidays.



Representing SMACNA is Mike Miller (Southland Industries), Frank Battaglino (Metro Test & Balance), Rick Freeman (Stromberg Metals), Greg Pickens (A.D.J. Sheet Metal), Dale Trunnell (Metro Mechanical) and Chapter Executive Director Bernie Brill. Miller is the chairman of the contractors' committee.

Representing Local 100 is Business Manager John Shields, Jr., Richard LaBille, Milo Chaffee, Clifford Savoy, Ray Chilton, and Luis Mejia.

The current contract expires June 30, 2014.



SMACNA Mid-Atlantic Chapter's

2014

Annual Golf Tournament

Wednesday
May 14

Argyle Country
Club



For more information
Call:

301/446-0002

Register Today



"Frankly Speaking"

Frank Battaglinio
Chapter President
President of Metro Test & Balance

Welcome to "Connections" Supplier Showcase! This is an opportunity for our Associate Members to take "center stage" and share with us the latest technology, products and materials offered to our trade.

Our suppliers play a key role within our Chapter. Just last month they sponsored our Happy Hour event at National Harbor that was a great success. They provide articles for our newsletter, sponsor Lunch & Learn educational sessions, attend our Annual Meeting, and participate in a big way at our annual golf tournament.

More importantly, they are to a great degree partners in all of our businesses. We rely on their knowledge, expertise and in the quality of their products and services. It is almost overwhelming when you consider how many suppliers we have! Insurance companies, component parts, tool suppliers, accountants, equipment, office supplies, vehicles, attorneys, and the lists go on and on.

So on behalf of the SMACNA Mid-Atlantic Chapter, I extend a sincere and warm thank you to all of our associate members.

Turning to another subject, our volunteers have been working diligently during the past months on a variety of important issues. As you know, we are in the midst of labor negotiations with SMART Local Union 100 and our volunteers have been working hard to represent our collective interests. Two committees are at work on this effort—one representing the Washington Metro agreement and the other representing the Richmond area.

At the same time, our Long Range Planning Committee met to evaluate our mission statement along with our programs and services. They are currently crafting an action plan that will be sent to the Board of Directors for review and approval.

Our volunteers are also doing a superb job representing contractors on the various funds. These members take time away from their businesses and assume enormous responsibilities to assure the funds remain safe and secure.

And that brings me to my final point; I encourage every member to get involved. We all have an important stake in the health of our organization. We need your help and input! Get involved by contacting our Executive Director Bernie Brill and share your thoughts and ideas.



Guest Columnist
Sean Welch
Suppliers Committee
Chairman
President of H&B Products,
Inc.

I am writing this after reflecting on a great evening at the SMACNA Mid-Atlantic Chapter Suppliers' Committee Happy Hour at McCormick and Schmick's at the National Harbor. The weather was dialed in just perfect. It was sunny and warm, and everyone seemed to be relaxed and enjoying the atmosphere and the fellowship. I was extremely proud of the support and attendance of my fellow suppliers. I believe that the SMACNA contractors that attended will tell you that they enjoyed it as well.

We do these events to bring back the personalization of the job at hand. Many folks can only identify you by your email address these days. Putting a name with a face, and sharing some personal time creates a vesting in one another. All of a sudden you are talking about your family, your kids and you find the commonalities that we all share- we are more than just our work. Some of the unintended consequences of becoming personally vested with your business partners is that when you have a problem- and you will have problems in this business- it is also our problem. We want you to succeed. We depend on you succeeding. All of the sudden in problem times, I am not H&B or Metropolitan Equipment Group, or Havtech- I am Sean, or John, or Robert. I have said that at the end of my career, I will be a failure if all I have is customers and not friends.

One goal that I have for these events is to get more of the younger generation of Sheet Metal workers involved. Several of our manufacturers sponsor "Future Leaders" conferences. They team build, brain storm and define how work will be done and what tools and skills are needed for the near future. One thing that these opportunities do is force our Rep firms to actually identify future leaders. It has been of great value to our firm and our manufacturing partners. The way business is being done now is so much

different than just ten years ago, and change, evolution, and succession are things that need focus, and should not be ignored. I challenge you for the next Happy Hour- and I am pretty sure that there will be more- that you broaden your invites in your firm. Look at your folks and see who those future leaders are. We are looking forward to meeting them.

Sean Welch

Happy Hour in the Harbor



On April 10th 80 members and guests gathered at McCormick & Schmick's at the National Harbor in Prince George's County Maryland to meet and network with others in the

trade.

It was a perfect spring day and many members and guests took advantage of the outdoor patio overlooking the Potomac River.

Industry leaders took advantage of the opportunity to exchange ideas and share information.

Perhaps Jim Kelleher, vice president of Metro Test & Balance said it best when he stated, "The event was very well done. Contractors were engaged in conversations with vendors, engineer's, and mechanical contractors who were away from the daily distractions of phones and emails."

Special thanks to the following associate members who co-sponsored this event:

Ductmate
 Gripple
 Havtech, Inc.
 Metropolitan Equipment
 N.B. Handy Company
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DuroDyne
 H&B Products, Inc.
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 Milwaukee Tool
 Sam DeSanto Co., Inc.
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Craftscorps, Inc. Joins SMACNA

SMACNA Mid-Atlantic Chapter welcomes Craftscorps as its newest member. Founded in 1885 in Austin, Texas, with a mission to provide high quality, specialized construction and crafts maintenance services, customized to meet the unique needs of the area’s rapidly growing sophisticated technology industry. Since its inception, Craftscorps has expanded its scope to serve a growing variety of industry in the Richmond, VA area.

For more information, please contact Robert Mullen at 804/737-9296 or email mm@craftscorpsva.com. Craftscorps is located at 217 W. Williamsburg Road, Sandston, VA.

Sick and Safe Fails to Pass in Maryland



After much debate, the Maryland’s proposed Earned Sick and Safe Leave Act did not pass out of committee

and therefor died with the end of the session.

This bill would have required Maryland employers to provide employees with specified earned sick and safe leave; providing for the manner in which earned sick and safe leave is accrued by the employee and treated by the employer.

This bill would have also forced companies to allow an employee to use earned sick and safe leave for other specified purposes.



ACE Named to Maryland Task Force

Legislators in Annapolis did pass a law requiring the Department of Labor, Licensing, and Regulation to convene a specified workgroup to study and make recommendations regarding public works contractor occupational safety and health prequalification requirements.

As a result of this legislation, ACE was invited to participate on this task force.

ACE (Alliance for Construction Excellence) is a coalition of specialty sub-contractors who work together to promote issues of mutual interest.

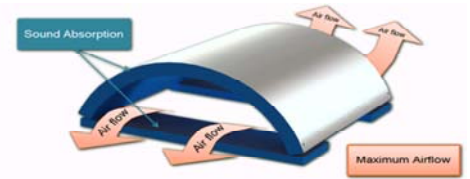
Happy Hour Photos!



SUPPLIERS' SHOWCASE *IN PRINT*

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