

JUNE 2016

SMACNA Mid-Atlantic Chapter Connections

The Sheet Metal and Air Conditioning Contractors' Association
www.smacnaatl.org
Ph: 301/446-0002; Email: info@smacnaatl.org



Inside this Issue

1. SMACNA Technical Session
2. "Fair & Balanced"
3. Market Recovery Planning
4. Quality Construction Alliance
WashingtonConference

SMACNA 2016 Annual Convention

Phoenix, Arizona

October 16-19

J.W. Marriott
Desert Ridge
Resort

Register at:

www.smacna.org



Steve Watson



Shawn O'Hara

SMACNA Technical Session

SMACNA Mid-Atlantic Chapter members were briefed by Stephen Watson and Shawn O'Hara on SMACNA's new applications and the new Duct Construction Manual scheduled for distribution later this summer.

Technical standards and manuals developed by SMACNA have worldwide acceptance by the construction and code community, as well as local and national government agencies. ANSI, the American National Standards Institute, has accredited SMACNA as a standards-setting organization. SMACNA standards and manuals address all facets of the sheet metal and HVAC industry – including duct construction and installation, indoor air quality, energy recovery, roofing and architectural sheet metal, welding, and commissioning.

A new app released last year for spiral duct solves the many complicated calculations for duct fabrication. The user can create an infinite number of solutions using the methods and formulas covered in the "Round Industrial Duct Construction Standard."

A tremendous time-saver, this App enables the designer to select:

- Spiral or welded duct
- Duct material
- Multiple live loads, snow and wind loading
- Various dead loads, insulation
- Hanger spacing option
- Air temperature
- Particulate properties

This super-charged App can generate multiple answers that conform to the "Round Industrial Duct Construction Standard." Once all appropriate selections are final, it generates a detailed, full engineering report outlining the formulas used to create the specific solution.

For more information go to www.smacna.org.



Fair and "Balanced"

Stan Fleischer
Chapter President
Seneca Balance of Maryland, Inc.

It seems as though one needs an official program or scorecard to keep track of everything that is going on within in our industry and SMACNA Mid-Atlantic specifically.

Between sponsoring educational programs, lobbying in Annapolis, meeting with allied organizations, and monitoring many other industry activities, there is always something happening. For example, last month we had the pleasure of having in our office SMACNA President Guy Gast and SMACNA CEO Vince Sandusky. Together they shared their insights on our industry and our organization. Shawn Ohara and Steve Watson did a great job explaining SMACNA's new apps.

Our chapter also sponsored a program on the mentoring and coaching of apprentices and journeypersons. This program gave foreman, supervisors, and key personnel some real-time lessons on how best to motivate and train employees.

Later this month NEMI's Gary Andis returns for an encore presentation of his fire life safety classes for those needing certification for supervisory certification for Level I and Level II.

As you read on page one of our newsletter, we had an excellent two-day meeting with our colleagues at SMART Local 100 on examining the current business environment. Many excellent ideas were discussed that could help build an even stronger industry.

And while many of us are thinking and planning a summer vacation, your chapter is hard at work assembling a coalition of business partners to encourage law makers in Annapolis to pass legislation for Energy Benchmarking in Maryland. The District of Columbia and Montgomery County, Maryland already have laws requiring building owners and managers to report on their energy consumption.

If successful, this could be a new avenue of work for many businesses. Imagine being called in to assist a building owner or management team to assess their energy use and help them design a plan to reduce their energy consumption and increase bottom line profits. Yes, it is very doable and is being practiced in other parts of the country!

While in the building, you could also assist with their required fire/smoke damper inspection and by the way, evaluate the efficiency of their HVAC system. Of course, this is work that could all be scheduled well in advance.

It may take some hard work and creativity to prepare for this new line of work, but many firms will benefit from diversifying into this new market.

Joint Meeting on Market Recovery



John Shields and Milo Chaffee

Members of the SMACNA Mid-Atlantic and SMART Local 100 met for two days at the

end of April to discuss the local business environment and examine strategies for recapturing market share. Leading Local 100 was President/Business Manager John Shields, Jr. and heading the chapter was President Stan Fleischer.

In total, there were 21 participants of which nine were SMACNA Mid-Atlantic delegates joining with 8 union executives.

Former Cornell University Professor Mike Gaffney facilitated the meeting using various small group exercises to propel the group to develop an outline of strategies to reverse the decline of market share.

The group discussed how technology is impacting the industry in terms of being an equalizer for performing high quality work with fewer highly trained people. All firms, union and non union have access to technology along with specialized equipment creating greater competition in the field. In fact, there was a consensus that competition has grown exponentially and they are doing the work that historically was considered "union work."

Many agreed that like everything else, the work model has changed. Not only are there more competition from non-union companies, but the work force is changing. The average apprenticeship age has been dropping and more people will soon be retiring.

Time was also spent examining some of the barriers facing the construction industry. Some of the key issues were:

- Project Bonding
- Slow payment
- Banks limiting lines of credit
- General contractors are focused more on lower prices than job quality
- Labor force is challenged by a glut of cheap labor, poor education, and high costs.



Mike Miller

In the coming months, members of the working group will focus on a variety of issues including:

- Marketing
 - Technology Trends in Construction
 - Market Recovery
 - Sheet Metal & the relationship with mechanicals
 - Apprentices and training
- Plus other areas of mutual interest.



Greg Pickens, Ed Whalen, Jerry Robinson, and Vince McGowan

Work continues on this important project along many different avenues...stay tuned!

SMACNA President Guy Gast Meets with Chapter Members

On May 10 SMACNA President Guy Gast met with members of the SMACNA Mid-Atlantic Chapter and shared his ideas and insights about the current state of the industry and factors as to where it may be headed.



Vince Sandusky, Guy Gast and Nick Vendemia

Gast is the president of The Waldinger Corporation, of Des Moines, Iowa. He was elected by SMACNA’s Board of Directors to serve as president in 2015.

In addition to having served on numerous committees, Gast has chaired the HVAC Contractors Council Steering Committee, Products and Programs Coordinating Committee, and Bidding Green Task Force, and served as officer liaison to the Technical Resources Committee, as well as assistant chair of the Fibrous Glass Duct Task Force.



Gast serves as chair of the New Horizons Foundation (NHF) Board of Directors and is a Summit Circle contributor.

SMACNA CEO Vince Sandusky and spoke about various issues including the work being don on pension reform.

Quality Construction Alliance Unites Contractors

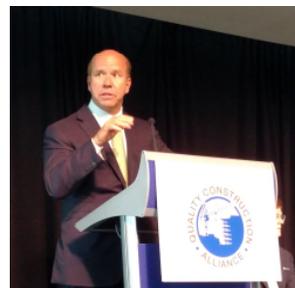
SMACNA Members along with members from the Mechanical Contractors Association, the Association of Union Constructors, International Council of Bricklayers & Allied Craftworkers, and the Finishing Contractors International convened in Washington to hear the latest legislative updates and visit their members of Congress.

The program was packed with expert speakers on a variety of topics including pension reform, energy legislation, withdraw liability, ACA reporting, Cadillac Tax, and so much more!



Gloria Borger

CNN Chief Political Analyst Gloria Borger anchored the program with her keen knowledge of the 2016 presidential election. She noted the many surprises that have taken place this year during the Democratic and Republican primaries.



John Delaney

Also taking the platform was fast rising Democate star John Delaney who spoke about the growing need for increased funding for the nation’s infrastructure. He

told contractors the country needs to invest in the nation’s roads, power grids, bridges, water system, and airports.