

# 2024 Membership Directory and Buyer's Guide



**SHEET METAL AND AIR CONDITIONING  
CONTRACTORS' ASSOCIATION  
MID-ATLANTIC CHAPTER**

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Mid-Atlantic Chapter

**MEMBERSHIP DIRECTORY  
&  
BUYER'S GUIDE  
2024**



OUR MISSION –

The SMACNA Mid-Atlantic Chapter is a professional organization representing HVAC and related industries that promotes quality products and services through a standard of technical excellence in technology, education and training.

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# Upcoming SMACNA Events\* 2023 - 2024

## **The Big Three: Medley of Microsoft (Word, Excel, and Outlook)**

Virtual Training – Capital Contractors Institute  
December 6, 2023

## **Council of Chapter Representatives**

Scottsdale, AZ  
December 10 – 12, 2023

## **Collective Bargaining Orientation**

Tempe, AZ  
February 12 – 13, 2024

## **2024 Partners in Progress Conference**

Orlando, FL  
February 27 – 28, 2024

## **Association Leadership Meeting**

Irving, TX  
March 26 – 27, 2024

## **Council of Chapter Representatives**

Beaver Creek, CO  
June 2 – 4, 2024

## **2024 SMACNA Annual Convention**

Palm Desert, CA  
October 27 – 30, 2024

## **Council of Chapter Representatives**

New Orleans, LA  
December 8 – 10, 2024

## **2025 SMACNA Annual Convention**

Maui, HI  
October 26 – 29, 2025

## **2026 SMACNA Annual Convention**

Orlando, FL  
October 25 – 28, 2026

## **2027 SMACNA Annual Convention**

Chula Vista, CA  
October 24 – 27, 2027

**For more information, call 301-446-0002 or go to [www.smacnaatl.org](http://www.smacnaatl.org)**

\*Some dates and times may be subject to change.

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\* Associate members who are both national and chapter members

\*\* New members

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## **CHAPTER OFFICERS & BOARD MEMBERS 2023-2024**

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W.E. Bowers  
Term expires 2024

James Noto, Vice President\*  
Metro Test & Balance, Inc.  
Term expires 2024

Mary Patricia Suhr, Treasurer\*  
Stromberg Metal Works, Inc.  
Term expires 2024

Kathleen Bigelow, Past President  
Comfort Control, Inc.  
Term expires 2025

Dale Trunnell, Past President  
Metro Mechanical Contractors  
Term expires 2025

Michael Pantele  
R.S. Harritan & Company, Inc.  
Term expires 2026

Frank Roberts  
Southland Industries  
Term expires 2026

Bryan Malle  
Ample Sheet Metal, Inc.  
Term expires 2025

Nick Vendemia  
CMC Sheet Metal  
Term expires 2026

Derril Mackin  
Journeyman Mechanical Contractors  
Term expires 2026

*\*Denotes members of the Executive Committee*

## **RECENT PAST PRESIDENTS**

Geoff Parks 2020-2022  
CMC Sheet Metal

Kathleen Bigelow 2018-2020  
Comfort Control, Inc.

# SMACNA Mid-Atlantic Chapter

## Sheet Metal Industry Fund Trustees

Each Term is three years

### **Frank Battagino, Chair**

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Rail and Transportation Workers  
Local Union 100**

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Fax: 301-967-1683  
Email: [info@smart100.org](mailto:info@smart100.org)

Richmond Office:  
184 E. Belt Boulevard  
Richmond, VA 23224

Main Phone: 800-492-8004  
Option #1 - W.C. Earhart Funds Office  
Option #2 - Zenith American Funds Office  
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Option #6 - For Further Assistance

### **International Training Institute**

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Falls Church, VA 22042  
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Fax: 703-683-7461  
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**Construction Labor Research Council**

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West Lobby  
Washington, DC 20006  
Phone: 202-347-8440  
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clrc@clrc.biz

**Workplace Fraud Unit/  
Reporting Misclassification****State of Maryland –****Division of Labor and Industry**

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Baltimore, MD 21201  
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wcpu@dllr.state.md.us

**Employer Services****D.C. Department of Employment Services**

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Washington, DC 20019  
Phone: 202-671-0891

**North America's Building Trades Unions****Choice - Washington DC-Baltimore MD Region**

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# Industry Members

**\*\* New Member**

**- A -**

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3220-F Corporate Court  
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**Fax:** 410-461-6274

**Website:** [www.americantesting.us](http://www.americantesting.us)

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**Business Function(s):** Testing and Balancing,  
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## **AMPLE SHEET METAL, INC.**

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**Website:** [www.amplesheetmetal.com](http://www.amplesheetmetal.com)

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*President*

Email: [aricaconsulting@msn.com](mailto:aricaconsulting@msn.com)

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**Website:** [www.cmcsheetmetal.com](http://www.cmcsheetmetal.com)

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Maleeta Dailey

*Safety Director*

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**Business Function(s):** Commercial HVAC, Custom Fabrication (Rectangle, Round Spiral), Installation

## COMFORT CONTROL, INC.

(see ad on page 25)

6711 Distribution Drive  
Beltsville, MD 20705

**Phone:** 301-931-9300

**Fax:** 301-931-0369

**Website:** [www.comfortcontrolbalance.com](http://www.comfortcontrolbalance.com)

**General Email:** [cci@comfortcontrolbalance.com](mailto:cci@comfortcontrolbalance.com)

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**Business Function(s):** Testing & Balancing, Sound & Vibration, Commercial HVAC Service, Residential Heating & Air Conditioning, Commissioning

## CRAFTCORPS, INC.

(see ad on page 18)

217 W. Williamsburg Road  
Sandston, VA 23150

**Phone:** 804-737-9296

**Fax:** 804-737-9297

**Website:** [www.craftcorps.com](http://www.craftcorps.com)

Jason Weatherby

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**Business Function(s):** Commercial HVAC, Industrial Sheet Metal



*Comfort Control Inc.*

[www.comfortcontrolbalance.com](http://www.comfortcontrolbalance.com)

**Main Office**

6711 Distribution Drive  
Beltsville, Maryland 20705  
Phone (301) 931-9300  
Fax (301) 931-0369

**Raleigh Branch Office**

228 Page Road Ste. 101  
Durham, North Carolina 27703  
Phone (919) 381-5065  
Fax (919) 381-5095



**- D -**

**DENSEL COMPANY, INC.**

7640-A Airpark Road  
Gaithersburg, MD 20879

**Phone:** 301-670-0970

**Fax:** 301-840-9705

**Website:** [www.densel.com](http://www.densel.com)

Bryan Austin

*President*

Email: [baustin@densel.com](mailto:baustin@densel.com)

**Business Function(s):** Commercial HVAC

– E –

**ENVIRONMENTAL BALANCING CORP.**

401 Carroll Street, Suite 102  
La Plata, MD 20646

**Phone:** 301-868-6334

Ray Hardesty  
Email: ray@envbalancingcorp.com

**Business Function(s):** Testing and Balancing

– I –

**I & B ASSOCIATES, INC.**

6925 4th Street NW, Unit 201  
Washington, DC 20012

**Phone:** 202-269-2761

**Fax:** 202-269-2762

**Website:** www.iandbassociates.com

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James Ingram  
*Vice President*  
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Email: iandbassociates1@gmail.com

**Business Function(s):** Commercial HVAC

– J –

**JAMES MYERS COMPANY, INC.**

12306 Conway Road  
Beltsville, MD 20705

**Phone:** 301-419-0091

**Fax:** 301-419-3097

**Website:** www.jamesmyersco.com

Richard Myers  
Email: rmyers@jamesmyersco.com

**Business Function(s):** Architectural Sheet Metal

# JOURNEYMAN MECHANICAL CONTRACTORS

2125 Baldwin Avenue, Ste 19B  
Crofton, MD 21114

**Phone:** 301-261-6200

**Fax:** 301-261-0406

**Website:** [www.journeyman-mechanical.com](http://www.journeyman-mechanical.com)

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Tony Stapleton

*Project Manager*

Email: [TonyS@journeyman-mechanical.com](mailto:TonyS@journeyman-mechanical.com)

**Business Function(s):** Commercial, HVAC, Industrial Sheet Metal, Duct Construction, Commercial & Industrial Piping



## MECCO, LLC

10545 Guilford Road, Suite 105  
Jessup, MD 20794

**Phone:** 301-953-7600

**Fax:** 301-953-7667

**Email:** [info@meccoinc.net](mailto:info@meccoinc.net)

**Website:** [www.meccoinc.net](http://www.meccoinc.net)

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Steve Mack

*Director of Construction Operations*

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**Business Function(s):** Commercial HVAC, HVAC Products and Supplies

# METRO MECHANICAL CONTRACTORS

5611 Lafayette Place  
Hyattsville, MD 20781

Phone: 301-927-4077  
Fax: 301-927-4523

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*President*

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Vic Anderson

Email: [vanderson@metromechllc.com](mailto:vanderson@metromechllc.com)

**Business Function(s):** Duct Construction



2023 Sporting Clays Event

# METRO TEST & BALANCE, INC.

9600 Fallard Court  
Upper Marlboro, MD 20772

**Phone:** 301-808-3660

**Fax:** 301-808-4216

**Website:** [www.metrotestbalance.net](http://www.metrotestbalance.net)

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*Project Manager TAB*

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**Business Function(s):** Aeroseal Duct Sealing, Commercial HVAC, Services, Testing and Balancing, Sound & Vibration, IAQ, Fire Life Safety Commercial, Institutional HVAC Sheet Metal



## **NORAIR ENGINEERING ASSOCIATES**

337 Brightseat Road, Suite 200  
Landover, MD 20785

**Phone:** 301-499-2202

**Fax:** 301-499-1342

**Website:** [www.norair.com](http://www.norair.com)

Richard Norair

*President*

Email: [rnorair@norair.com](mailto:rnorair@norair.com)

**Business Function(s):** Commercial HVAC, Industrial Sheet Metal



## **PENN AIR CONTROL, INC.**

5941 Lakeshore Drive  
Cypress, CA 90630

**Phone:** 714-220-9091

**Website:** [www.pennairgroup.com](http://www.pennairgroup.com)

Corporate Office:

7401 Hull Street Road, Unit 100-2  
N. Chesterfield, VA 23235

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Miguel Rodriguez

*Test & Balance Engineer*

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Email: [mrodriguez@pennairgroup.com](mailto:mrodriguez@pennairgroup.com)

**Business Functions(s):** Testing & Balancing of HVAC Systems, HVAC Cleaning and Sanitizing, Indoor Air Quality Investigation



## **PTL CONTRACTING, LLC**

8411 Old Marlboro Pike, Unit 24  
Upper Marlboro, MD 20772

**Phone:** 202-497-0113

**Fax:** 301-420-5788

David Boo

*President*

Email: david@djbcontracting.com

Sam Boo

*Bookkeeper*

Email: sam@djbcontracting.com

**Business Functions(s):** Roofing, Masonry  
Restoration, Curtainwall Restoration

**- R -**

## **R.S. HARRITAN & COMPANY, INC. MECHANICAL CONTRACTORS**

An EMCOR Company

3280 Formex Road - P.O. Box 24157  
Richmond, VA 23224

**Website:** [www.rsharritan.com](http://www.rsharritan.com)

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*President*

Direct: 804-727-7805

Cell: 804-640-4610

Direct Fax: 866-240-6031

Email: mike\_pantele@emcorgroup.com

Vacant

*Sheet Metal Division Manager*

**Business Function(s):** Commercial HVAC, Custom  
Fabrication, Industrial Sheet Metal, Commercial  
& Industrial Piping, Structural Steel, Millwright  
Equipment Installation

## – S –

### **SENECA BALANCE OF MARYLAND, INC.**

2301 Willoughby Beach Road  
Edgewood, MD 21040

**Phone:** 800-938-2252

**Fax:** 410-665-2985

Stan Fleischer

*President*

Email: StanF@senecabalance.com

**Business Function(s):** Air Testing and Balancing

### **SOUTHLAND INDUSTRIES**

**Engineering/ Construction Office:**

*(see ad on page 33)*

22340 Dresden Street

Suite 177

Dulles, VA 20166

**Construction Office:**

13150 Mid-Atlantic Blvd.

Suite 200

Laurel, MD 20708

**Phone:** 703-834-5570

**Fax:** 703-834-5572

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Frank Roberts

*Sheet Metal Superintendent*

Email: froberts@southlandind.com

**Business Function(s):** Full MEP Engineering and Construction Services

***Cover photo by Amanda Barnes.***



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As an MEP building systems expert, Southland Industries provides integrated, full lifecycle solutions that optimize the design, construction, operation, and efficiency of buildings. Through collaborative partnerships with our clients and the collective expertise of our people, we create premier built environments and future-ready spaces where communities and businesses can thrive.

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## MID-ATLANTIC

22340 Dresden Street,  
Suite 177,  
Dulles, VA 20166  
O: 703.834.5570  
P: 800.613.6240  
[southlandind.com](http://southlandind.com)



## **STROMBERG METAL WORKS, INC.**

*(see ad on the back cover)*

6701 Distribution Drive  
Beltsville, MD 20705

**Phone:** 301-931-1000

**Fax:** 301-931-1020

**Website:** [www.strombergmetals.com](http://www.strombergmetals.com)

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*Chief Operations Officer*

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*Regional Manager - Preconstruction*

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*Manager of Project Managers and Sketching*

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*Outside Superintendent*

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*Shop Superintendent*

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**Business Function(s):** Architectural Sheet Metal,  
Commercial HVAC, Duct Construction

## **STROMBERG METAL WORKS, INC.**

Architectural Plant

6700-A Distribution Drive  
Beltsville, MD 20705

**Phone:** 301-931-2070

**Fax:** 301-931-1021

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*Architectural Estimator*

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*General Manager-Specialty/Architectural Division*

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## **STROMBERG METAL WORKS, INC.**

Baltimore Office  
803 Barkwood Court  
Linthicum, MD 21090

**Phone:** 410-589-5521

**Fax:** 410-589-5471

Andrew Parsons

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Email: [aparsons@strombergmetals.com](mailto:aparsons@strombergmetals.com)

## **STROMBERG METAL WORKS, INC.**

North Carolina Office  
6701 Fleetwood Drive  
Raleigh, NC 27612

**Phone:** 919-781-2515

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# SMACNA Mid-Atlantic Fishing Event





## **W.E. BOWERS**

*(see ad on the inside front cover & page 41)*

### **Headquarters:**

12401 Kiln Court, Suite A  
Beltsville, MD 20705

### **Virginia Mission Critical Offices:**

22740 Ladbrook Drive, Suite 100  
Sterling, VA 20166

### **Sheet Metal Offices and Shops:**

7101 Muirkirk Road  
Beltsville, MD 20705

22740 Ladbrook Drive, Suite 300  
Sterling, VA 20166

### **HVAC Piping and Plumbing Offices and Shops:**

12201 Conway Road  
Beltsville, MD 20705

12116 Conway Road  
Beltsville, MD 20705

### **Warehouse, Offices, Modular & Offsite Construction:**

6800 Distribution Drive  
Beltsville, MD 20705

**Phone:** 301-419-2488

**Fax:** 301-419-2711

**Website:** [www.webowers.com](http://www.webowers.com)

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Email: cbryant@webowers.com

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Email: jsimpson@webowers.com

George Roberts  
*Sheet Metal Superintendent*  
Email: groberts@webowers.com

Paul Finch  
*Sheet Metal Shop Foreman - Beltsville*  
Email: pfinch@webowers.com

Darrell Wade  
*Sheet Metal Shop Foreman - Sterling*  
Email: dwade@webowers.com

Kenny Whiting  
*Sheet Metal Pickoff and Duct Sales*  
Email: kwhiting@webowers.com



Vince McGowan  
*Sheet Metal Senior Estimator*  
Email: vmcgowan@webowers.com

John Maddy  
*Sheet Metal Senior Estimator*  
Email: jmaddy@webowers.com

Robert Gatton  
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Email: rgatton@webowers.com

Travis Brissey  
*Sheet Metal Lead Estimator*  
Email: tbrissey@webowers.com

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*Sheet Metal Estimator/Project Manger*  
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Cody Cain  
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*S.M. Purchasing, Trucking, Warehouse &  
Tool Room Manager*  
Email: sriggs@webowers.com

**Business Function(s):** Commercial Mechanical Contractor, Service, Industrial, Rectangular Fabrication, Round and Spiral Fabrication, Manufacturing HVAC and Related Components



W.E. Bowers - Sterling, VA

# THE **BOWERS**

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## GROUP

Our mission is to provide solutions—  
instead of just products—and to deliver  
superior service

Established in 1984, W.E. Bowers has served the mechanical construction, service, and repair needs of clients throughout Maryland, Virginia, and Washington, D.C. for 40 years.

Our clients include general contractors, high-tech firms, hospitals and institutional clients, government agencies, and property management companies.

We undertake every project as a team with the owner, general contractor, and architect/engineer. We strive to provide quality, cost efficiency and reliability for each project while creating an environmentally safe atmosphere.

We are extremely detailed in our equipment selection, drawing reviews, and monitoring of subcontractor performance, identifying potential delays and resolving them before they become a problem.

### **Markets Served and Services Provided**

Base Building  
Commercial Service  
Healthcare  
Mission Critical: New Construction  
Mission Critical: Retrofit & Service  
Service Construction  
Tenant  
Sheet Metal  
CADD/BIM Coordination  
Quality Control and Commissioning  
Speciality Piping Prefabrication  
Steel Piping Prefabrication  
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**THE PREFERRED CHOICE SINCE 1891**

A LEADING WHOLESALE DISTRIBUTOR OF COMMERCIAL HVAC PRODUCTS AND MACHINERY

## **BRANCH LOCATIONS THROUGHOUT THE MID-ATLANTIC**

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Suite P  
Rosedale, MD 21237, USA  
(800) 759-6242

### **Lynchburg, VA**

3105 Odd Fellows Rd  
Lynchburg, VA 24501  
(800) 925-6242

### **Norfolk, VA**

4840 Brookside Ct,  
Ste 100  
Norfolk, VA 23502  
(800) 283-6242

### **Hanover, MD**

7495 Race Road  
Hanover, MD 21076  
(800) 234-6242

### **Roanoke, VA**

2836 Mary Linda Ave  
Roanoke, VA 24012  
(800) 289-6242

### **Richmond, VA**

7437 Ranco Rd  
Richmond, VA 23228  
(800) 288-6242

## **COMMERCIAL HVAC PRODUCT LINES**

### **Bath Fans**

Air King  
Broan  
Panasonic  
Delta Breeze  
Solar Palau

### **Commercial Fabrication & Fire Safety**

Aerodyne  
Caddy  
Cecco  
Ductmate  
Duro Dyne  
Mid West Metal Products  
Sheet Metal Connectors  
Acudor  
Aire Technologies  
Lloyd Industries  
NCA  
MetalFab  
Kees

### **Furnace Pipe/Fittings/B Vent**

Lukjan  
Greenseam

### **Grills, Registers, and Diffusers**

U.S. Aire  
MetalFab

### **HVAC Equipment and Ductless**

Allied Commercial  
Concord  
Samsung

### **HVAC Insulation & Flexible Duct**

Johns Manville  
Kflex  
Covertech  
Reflectix  
3M Fire Wrap  
QuietFlex

### **HVAC Machinery**

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Gary  
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Iowa Precision  
ISM  
LockFormer  
Namcor Norlok  
Roto-Die  
Tennsmith  
Trilogy

### **Sealers and Adhesives**

Design Polymerics  
Ductmate  
Duro Dyne  
Polymer Adhesives

### **Steel Coil/Sheet**

48" & 60" coils  
36", 48" 120" sheets  
Variety of slit coil options  
Perforated  
Stainless Steel  
Aluminum  
Galvanneal  
Galvalume  
Black Iron

\*\*\*Complete product listing may not be available in all locations.

📞 800.284.6242

🌐 WWW.NBHANDY.COM

# Associate Members

\*Represents Associate Members who are both  
Chapter and National Members

\*\* New Member

## — A —

### AMERICAN METAL GOODS, INC.

6701 Distribution Drive  
Beltsville, MD 20705

**Phone:** 301-937-8069

**Fax:** 301-937-8954

**Website:** [www.americanmetalgoods.com](http://www.americanmetalgoods.com)

Warehouse Address:

12028A Old Baltimore Pike  
Beltsville, MD 20705

Warehouse/Sales/Purchasing

Email: [sales-purchasing@americanmetalgoods.com](mailto:sales-purchasing@americanmetalgoods.com)

Accounting/Customer Service

Email: [sbigelow@americanmetalgoods.com](mailto:sbigelow@americanmetalgoods.com)

**Business Function(s):** Commercial HVAC, Diffusers,  
Louvers, Supplies & Components

### ARROW UNITED INDUSTRIES

*(see Mestek Commercial Damper Louver Group  
page 53)*

## — C —

### CADVANTAGE DRAFTING SERVICE, INC.\*

2212 1st Avenue South  
St. Petersburg, FL 33712

**Phone:** 727-321-2072

**Fax:** 727-327-5159

**Website:** [www.cadvantagedrafting.com](http://www.cadvantagedrafting.com)

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Mary Sinclair

*Secretary/Treasurer*

Email: [msinclair@cadvantagedrafting.com](mailto:msinclair@cadvantagedrafting.com)

**Business Function(s):** Drafting/Design/BIM Services

## **CAMDEN YARDS STEEL COMPANY**

2500 Broadway  
Camden, NJ 08104-2409

**Phone:** 856-342-7100

**Website:** [www.camdenyardssteel.com](http://www.camdenyardssteel.com)

Michael Amato, Sr.  
*CEO*

Alan Kanoff  
*President*

Eric Engels  
*Sales Manager*  
Cell: 781-548-9315  
Email: [eengels@camdenyardssteel.com](mailto:eengels@camdenyardssteel.com)

**Business Functions(s):** Distributors & Processors of Carbon Flat Rolled Steel Sheet Metal, Plate, Coil & Slit Coil (galvanized, HR, galvanneal, CR, etc.)

## **CAPITAL ENERGY EQUIPMENT, INC.**

*(see ad on page 66)*  
232 Dominion Road, NE  
Vienna, VA 22180

**Phone:** 703-437-8161

**Email:** [Info@capitalenergyequipment.com](mailto:Info@capitalenergyequipment.com)

**Website:** [www.capitalenergyequipment.com](http://www.capitalenergyequipment.com)

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**Business Function(s):** Spiral Duct, GRIPPLE Products, Air-Ynx Constant Airflow Regulators, Acoustical Panels, air outlets, louvers, sound attenuators, UL Dampers, Ceiling Radiation dampers, VAV Diffusers, Air terminals, BIBO HEPA Systems, Remote Cable Operated Dampers, Fabric Duct, Vehicle Exhaust & Snorkel Systems, Flue & Vent Systems, FANS

**COHEN SEGLIAS PALLAS  
GREENHALL & FURMAN PC**

900 Seventh Street, NW Suite 725  
Washington, DC 20001

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32nd Floor  
Philadelphia, PA 19103

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**Fax:** 202-466-2693

**Website:** [www.cohenseglias.com](http://www.cohenseglias.com)

Roy Cohen

*Partner*

Email: [rcohen@cohenseglias.com](mailto:rcohen@cohenseglias.com)

Ed Seglias

*Partner*

Email: [eseglias@cohenseglias.com](mailto:eseglias@cohenseglias.com)

Jackson Nichols

*Partner*

Email: [jnichols@cohenseglias.com](mailto:jnichols@cohenseglias.com)

**Business Function(s):** Legal representation within the construction industry, Construction Law



2023 Sporting Clays Event

## **DUCTMATE INDUSTRIES\***

*(see ad page 47)*

210 Fifth Street  
Charleroi, PA 15022

**Phone:** 724-258-0500

**Fax:** 724-258-5494

**Toll Free:** 800-245-3188

**Email:** orders@ductmate.com

**Website:** www.ductmate.com

John Sorna

*Regional Channel Manager*

Cell: 240-626-1394

Email: jsorna@ductmate.com

Ray Yeager

*President*

**Business Function(s):** HVAC Components  
Manufacturer

## **DURO DYNE CORPORATION**

81 Spence Street  
Bay Shore, NY 11706

**Phone:** 631-249-9000

**Fax:** 631-249-8346

**Toll Free:** 800-899-3876

**Website:** www.durodyne.com

Rich Solimani

*Territory Manager*

Cell: 910-515-2099

Email: rsolimani@durodyne.com

Patrick Rossetto

*President*

Email: prosetto@durodyne.com

**Business Function(s):** HVAC Products and  
Supplies, Industrial Sheet Metal, Metal Sheets, Sheet  
Metal Supplies



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John W. Medo  
*Field Manager*  
Cell: 317-432-3325  
Email: [jwmedo@fedins.com](mailto:jwmedo@fedins.com)

**Business Function(s):** Business Insurance, Life & Disability Insurance

**FERGUSON HVAC – LYON CONKLIN  
& CO. – OLD DOMINION SUPPLY**

*(see ad on page 6 & Old Dominion listing on page 55)*  
4501 Hollins Ferry Road  
Suite 140  
Halethorpe, MD 21227

**Phone:** 410-540-2800

**Fax:** 301-808-1408

**Website:** [www.ferguson.com](http://www.ferguson.com)

John Greene  
*Area Manager*  
Cell: 301-399-6459  
Email: [john.greene@ferguson.com](mailto:john.greene@ferguson.com)

Ryan Nunemaker  
*Sales Manager*  
Cell: 301-305-4920  
Email: [ryan.nunemaker@ferguson.com](mailto:ryan.nunemaker@ferguson.com)

**Business Function(s):** HVAC Components & Equipment, Manufacturer's Representatives

**GEORGETOWN INSURANCE  
SERVICE  
an ALERA GROUP COMPANY**

10010 Colesville Road, Ste. A  
Silver Spring, MD 20901

**Phone:** 301-681-9645  
**Fax:** 301-595-2590  
**Toll Free:** 800-842-2750

5300 Westview Drive, Ste. 106  
Frederick, MD 21703  
Email: [insurance@georgetownins.com](mailto:insurance@georgetownins.com)

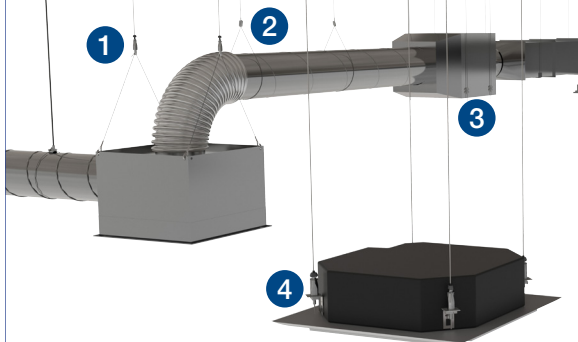
Matt Simmons  
Email: [matt@georgetownins.com](mailto:matt@georgetownins.com)  
Cell: 301-706-2411

Patti Maluchnik  
Email: [pattis@georgetownins.com](mailto:pattis@georgetownins.com)

**Business Function(s):** Insurance, Bonding, Builders  
Risk, Captive Strategies, Benefits



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[www.gripple.com](http://www.gripple.com)

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*(see ad page 50)*

1611 Emily Lane  
Aurora, IL 60502

**Phone:** 866-474-7753

**Fax:** 800-654-0689

**Website:** [www.gripple.com](http://www.gripple.com)

Kris Moore

*Regional Sales Manager*

Cell: 443-880-4171

Email: [k.moore@gripple.com](mailto:k.moore@gripple.com)

Will Black

*Territory Sales Manager*

Cell: 410-916-7708

Email: [w.black@gripple.com](mailto:w.black@gripple.com)

**Business Function(s):** Cable Hanger System

**- H -**

## **H&B ENGINEERED PRODUCTS, INC.**

*(see ad on page 2)*

12500 Baltimore Avenue  
Suite F  
Beltsville, MD 20705

**Phone:** 301-918-0241

**Fax:** 301-918-0242

Sean Welch

*President*

Email: [sean.welch@hbproducts.com](mailto:sean.welch@hbproducts.com)

John Abramson

Email: [john.abramson@hbproducts.com](mailto:john.abramson@hbproducts.com)

**Business Function(s):** Mechanical/Sheet Metal  
Manufacturer's Representatives

# HAVTECH AIR DISTRIBUTION, LLC

(see ad this page)

9505 Berger Road  
Columbia, MD 21046

Phone: 301-206-9225

Fax: 301-497-9610

Website: [www.havtech.com](http://www.havtech.com)

Steve Clark

*Business Development Leader*

Phone: 301-206-9225

Email: [sclark@havtech.com](mailto:sclark@havtech.com)

**Business Function(s):** Sheet Metal Products, Fans, Air Outlets, Louvers, Sound Attenuators, UL Dampers, Spiral Duct, Fiberglass Fans, American Aldes, Acoustical Panels, Venturi Valves, Under Floor Air Distribution, Ceiling Radiation Dampers, VAV Diffusers, Air Terminals, BIBO HEPA Filtration Systems, Hospital Operating Room and Ceiling Grid Systems, Remote Cable Operated Dampers, Air Curtains, X Vent Box, Flex Duct, Fabric Duct Systems, GAS Flue and Vent Systems, Vehicle Exhaust and Snorkel Systems



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(see ad this page)


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Wyalusing, PA 18853

**Office:** 570-746-1888

**Fax:** 570-746-9286

Mike Binkholder  
*Vice President*  
Cell: 570-637-0102

**Business Function:** Dampers




**MESTEK, INC.**  
**Commercial Damper  
& Louver Group**

450 Riverside Drive  
Wyalusing, PA 18853


Phone: 570-746-1888  
Fax: 570-746-9286

**Greg Crosby, VP**  
570-420-7048 fax: 570-420-7112  
gcrosby@mestek.com

**Mike Binkholder, VP**  
570-420-7060 fax: 570-420-7120  
mbinkholder@mestek.com

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air balance inc, [www.airbalance.com](http://www.airbalance.com)

 [www.cescoproducts.com](http://www.cescoproducts.com)

**LD** [www.louvers-dampers.com](http://www.louvers-dampers.com)

**METROPOLITAN EQUIPMENT  
GROUP, INC.**

12104 Indian Creek Court  
Suite A  
Beltsville, MD 20705

**Phone:** 240-283-0949

**Fax:** 240-283-0950

**Website:** [www.meghvac.com](http://www.meghvac.com)

Patricia King  
Direct: 301-785-2049  
Email: [pking@meghvac.com](mailto:pking@meghvac.com)

Scott Raines  
Email: [sraines@meghvac.com](mailto:sraines@meghvac.com)

**Business Function(s):** Wholesaler of HVAC  
Products, HVAC Manufacturers Rep Firm

**MILWAUKEE ELECTRIC TOOL CORP.\***

11900 Baltimore Avenue, Suite B  
Beltsville, MD 20705

**Phone:** 800-729-3878

**Fax:** 877-567-3103

**Toll Free:** 800-231-6242

**Website:** [www.milwaukeetool.com](http://www.milwaukeetool.com)

Edgar Galeano  
*Jobsite Solutions Specialist*  
*DC/Baltimore*  
Cell: 262-788-0176  
Email: [edgar.galeano@milwaukeetool.com](mailto:edgar.galeano@milwaukeetool.com)

**Business Functions(s):** Power Tool Suppliers







## **N.B. HANDY COMPANY**

*(see ad on page 42)*

7495 Race Road, Suite A  
Hanover, MD 21076

**Phone:** 443-561-9090

**Fax:** 443-561-2190

**Toll Free:** 800-231-6242

**Website:** [www.nbhandy.com](http://www.nbhandy.com)

Brian Bailey

*Sales Manager*

Email: [bbailey@nbhandy.com](mailto:bbailey@nbhandy.com)

**Business Function(s):** Distributors of Sheet Metal, Sheet Metal Fabricating Machinery, HVAC Equipment and Supplies, and Commercial Roofing Products

## **NEFCO CORPORATION**

*(see add page 56)*

1101 Hampton Park Blvd.  
Suite 300  
Capitol Heights, MD 20743

**Phone:** 800-969-0285

**Website:** [www.GoNefco.com](http://www.GoNefco.com)

Jay Livak

*Mid-Atlantic Sales Director*

Email: [jay.livak@nefcocorp.com](mailto:jay.livak@nefcocorp.com)

**Business Function(s):** Stocking Distributor of various types of Strut, Threaded Rod, Pipe Hangers, Fasteners, Tools, Anchors, Safety Supplies and Onsite Supplies for the Professional Contractor



## **OLD DOMINION SUPPLY, INC./ FERGUSON HVAC**

6945 San Tomas Road, Suite 1-Q  
Elkridge, MD 21075

**Phone:** 410-796-1284

**Website:** [www.fergusonhvac.com](http://www.fergusonhvac.com)

John Greene

*Area Manager*

Cell: 301-399-6459

Email: [john.greene@ferguson.com](mailto:john.greene@ferguson.com)

**Business Function(s):** Suppliers of Sheet Metal, Sheet Metal Supplies, Sheet Metal Machinery and HVAC Supplies



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## **SAM DESANTO COMPANY, INC.**

*(see ad on inside back cover)*

14628 Rothgeb Drive  
Rockville, MD 20850

**Phone:** 301-424-9510

**Fax:** 301-424-9515

Jeff DeSanto

Email: [jdesanto@samdesanto.com](mailto:jdesanto@samdesanto.com)

**Business Function(s):** HVAC Supplies

## **SECTURASOFT**

11006 Reading Road  
Cincinnati, OH 45241

**Phone:** 844-637-8371

**Email:** [sales@secturasoft.com](mailto:sales@secturasoft.com)

**Website:** [secturasoft.com](http://secturasoft.com)

Brad Stropes

*VP of Sales and Marketing*

Cell: 513-545-4418

Email: [brad.stropes@secturasoft.com](mailto:brad.stropes@secturasoft.com)

Emily Shuey

*Marketing Manager*

Office: 513-268-6644

Email: [emily.shuey@secturasoft.com](mailto:emily.shuey@secturasoft.com)

**Business Function(s):** Quoting and Estimating  
for Metal Fabrication and Secondary Operations,  
Software Training, ERP Integrations.



## **ULLICO INVESTMENT COMPANY, LLC**

*(see ad on page 59)*

8403 Colesville Road  
Silver Spring, MD 20910

**Website:** [www.ullico.com](http://www.ullico.com)

Joseph Linehan

*President*

Phone: 202-682-6684

Email: [jlinehan@ullico.com](mailto:jlinehan@ullico.com)

Patrick White

Phone: 617-501-1667

Email: [pwhite@ullico.com](mailto:pwhite@ullico.com)

**Business Function(s):** Investment Products



## **VICON MACHINERY/PLASMA AUTOMATION, INC.\***

*(see ad on page 60)*

1801 Arctic Avenue  
Bohemia, NY 11716

**Website:** [www.plasma-automation.com](http://www.plasma-automation.com)

Tim Walsh

Cell: 516-375-6002

Email: [twalsh@plasma-automation.com](mailto:twalsh@plasma-automation.com)

Kevin Baydar

Cell: 908-256-3111

Email: [kbaydar@plasma-automation.com](mailto:kbaydar@plasma-automation.com)

**Business Function(s):** HVAC Machinery  
Manufacturing, Plasma & Liner cutting systems, Coil  
Lines

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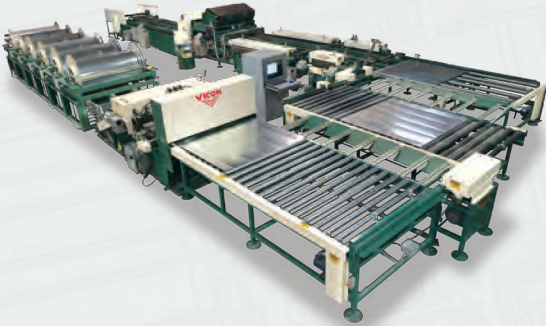


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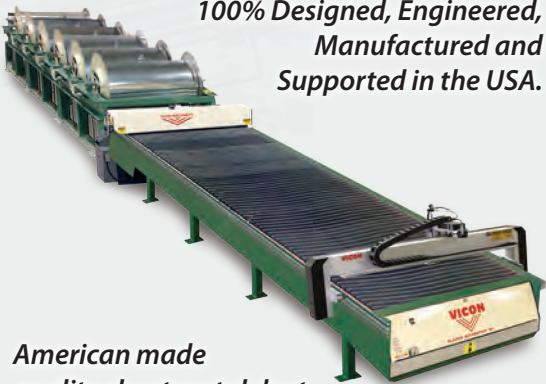
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1801 Arctic Ave, Bohemia, NY 11716

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<b>Abramson, John</b>	<i>H&amp;B Engineered Products, Inc.</i>
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<b>Aley, Darren R.</b>	<i>Comfort Control, Inc.</i>
<b>Aley, Tim</b>	<i>W.E. Bowers</i>
<b>Amato Sr., Michael</b>	<i>Camden Yards Steel Company</i>
<b>Anderson, Vic</b>	<i>Metro Mechanical Contractors</i>
<b>Austin, Bryan</b>	<i>Densel Company</i>

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**Maddy, John** *W.E. Bowers*  
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**Norair, Richard** *Norair Engineering Associates*  
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**O'Donnell, David** *W.E. Bowers*

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<b>Palermo, Kristi</b>	<i>Comfort Control, Inc.</i>
<b>Palermo, Jamie P.</b>	<i>Comfort Control, Inc.</i>
<b>Pantele, Mike</b>	<i>R.S. Harritan &amp; Co., Inc.</i>
<b>Parker, Jack</b>	<i>W.E. Bowers</i>
<b>Parsons, Andrew</b>	<i>Stromberg Metal Works, Inc.</i>
<b>Puckett, Joe</b>	<i>Stromberg Metal Works, Inc.</i>

## – R –

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<b>Seglias, Ed</b>	<i>Cohen Seglias Pallas Greenhall &amp; Furman PC</i>
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<b>Shahryary, Linda</b>	<i>Capital Energy Equipment, Inc.</i>
<b>Shahryary, Tom</b>	<i>Capital Energy Equipment, Inc.</i>
<b>Sheppard, Dale</b>	<i>W.E. Bowers</i>
<b>Sheppard, Scott</b>	<i>W.E. Bowers</i>
<b>Shuey, Emily</b>	<i>SecturaSOFT</i>
<b>Simmons, Matt</b>	<i>Georgetown Insurance Service an Alera Group Company</i>
<b>Simpson, Jason</b>	<i>W.E. Bowers</i>
<b>Sinclair, Daniel</b>	<i>Cadvantage Drafting Service, Inc.</i>
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<b>Stauffer, Mike</b>	<i>W.E. Bowers</i>
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<b>Taylor, Ervin</b>	<i>W.E. Bowers</i>
<b>Trunnell, Dale</b>	<i>Metro Mechanical Contractors</i>
<b>Twigg, Thomas</b>	<i>Arica Consulting &amp; Contracting</i>

## — V —

<b>Valdisera, Justin</b>	<i>Stromberg Metal Works, Inc.</i>
<b>Vendemia, Nick</b>	<i>CMC Sheet Metal</i>

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<b>Wade, Darrell</b>	<i>W.E. Bowers</i>
<b>Walsh, Tim</b>	<i>Vicon Machinery / Plasma Automation, Inc.</i>
<b>Weatherby, Jason</b>	<i>Craftcorps, Inc.</i>
<b>Weiss, Arnold</b>	<i>W.E. Bowers</i>
<b>Welch, Sean</b>	<i>H&amp;B Engineered Products, Inc.</i>
<b>Wells, Dan</b>	<i>MECCO, LLC</i>
<b>White, Daniel</b>	<i>W.E. Bowers</i>
<b>White, Patrick</b>	<i>Ullico Investment Company, LLC</i>
<b>Whiting, Kenny</b>	<i>W.E. Bowers</i>
<b>Willoughby, Jason</b>	<i>W.E. Bowers</i>

## — Y —

<b>Yates, Alex</b>	<i>Metro Test &amp; Balance, Inc.</i>
<b>Yazel, Kristi</b>	<i>Ample Sheet Metal, Inc.</i>
<b>Yeager, Ray</b>	<i>Ductmate Industries</i>



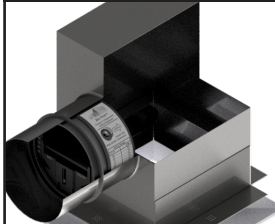
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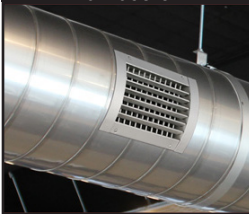
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and panels



# Members by Business Specialty

## Air Products

Capital Energy Equipment, Inc.  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC  
Metropolitan Equipment Group, Inc.  
N.B. Handy Company  
Penn Air Control, Inc.

## Air Testing & Balancing / Commissioning

American Testing, Inc.  
Comfort Control, Inc.  
Environmental Balancing Corporation  
Metro Test & Balance, Inc.  
Penn Air Control, Inc.  
Seneca Balance of Maryland, Inc.

## Architectural HVAC

H&B Engineered Products, Inc.  
James Myers Company, Inc.  
Journeyman Mechanical Contractors  
Metropolitan Equipment Group, Inc.  
Stromberg Metal Works, Inc.  
W.E. Bowers

## BIM/CAD/Design & Drafting

Cadvantage Drafting Service, Inc.  
W.E. Bowers

## Cable Hanger Systems

Gripple, Inc.  
N.B. Handy Company  
NEFCO Corporation

## Carbon Flat Rolled Steel Sheet Metal, Plate Coil and Slit Coil

Camden Yards Steel Company  
N.B. Handy Company

## Coil Lines

N.B. Handy Company  
Vicon Machinery/Plasma Automation, Inc.

## Commercial HVAC

American Metal Goods, Inc.  
Ample Sheet Metal, Inc.  
Arica Consulting & Contracting  
CMC Sheet Metal  
Comfort Control, Inc.

Craftcorps, Inc.  
Densel Company  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC  
I & B Associates, Inc.  
Journeyman Mechanical Contractors  
MECCO, LLC  
Metropolitan Equipment Group, Inc.  
Norair Engineering Associates  
Penn Air Control, Inc.  
R.S. Harritan & Company, Inc.  
Sam DeSanto Company  
Southland Industries  
Stromberg Metal Works, Inc.  
W.E. Bowers

## **Commercial & Industrial Piping**

Journeyman Mechanical Contractors  
R.S. Harritan & Company, Inc.  
Southland Industries  
W.E. Bowers

## **Construction Law**

Cohen Seglias Pallas Greenhall & Furman PC

## **Custom Fabrication**

Ample Sheet Metal, Inc.  
Arica Consulting & Contracting  
CMC Sheet Metal  
Metro Test & Balance, Inc.  
NEFCO Corporation  
R.S. Harritan & Company, Inc.  
W.E. Bowers

## **Dampers**

American Metal Goods, Inc.  
Arrow / Mestek Commercial Damper Louver Group  
Capital Energy Equipment, Inc.  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC  
Metropolitan Equipment Group, Inc.

## **Diffusers**

American Metal Goods, Inc.  
Capital Energy Equipment, Inc.  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC

## **Duct Construction**

American Metal Goods, Inc.  
Ample Sheet Metal, Inc.  
Arica Consulting & Contracting  
Capital Energy Equipment, Inc.  
CMC Sheet Metal  
Havtech Air Distribution, LLC

Journeyman Mechanical Contractors  
Metro Mechanical Contractors  
Metro Test & Balance, Inc.  
Metropolitan Equipment Group, Inc.  
N.B. Handy Company  
Stromberg Metal Works, Inc.  
W.E. Bowers

## **Estimating Software**

SecturaSOFT

## **Fire, Life & Safety Inspection**

CMC Sheet Metal  
Comfort Control, Inc.  
Metro Test & Balance, Inc.  
Seneca Balance of Maryland, Inc.  
Southland Industries  
W.E. Bowers

## **HVAC & Sheet Metal Machinery**

Ample Sheet Metal, Inc.  
Arica Consulting & Contracting  
Ferguson HVAC – Lyon Conklin & Co.  
N.B. Handy Company  
Old Dominion Supply, Inc.  
Vicon Machinery/Plasma Automation, Inc.

## **HVAC Components & Equipment**

American Metal Goods, Inc.  
American Testing, Inc.  
Ample Sheet Metal, Inc.  
Arica Consulting & Contracting  
Capital Energy Equipment, Inc.  
Ductmate Industries  
Duro Dyne Corp.  
Ferguson HVAC – Lyon Conklin & Co.  
Havtech Air Distribution, LLC  
MECCO, LLC  
N.B. Handy Company  
NEFCO Corporation  
Old Dominion Supply, Inc.  
Sam DeSanto Company

## **Industrial / Commercial Sheet Metal**

Ample Sheet Metal, Inc.  
Camden Yards Steel Company  
Craftcorps, Inc.  
Duro Dyne Corporation  
H&B Engineered Products, Inc.  
Journeyman Mechanical Contractors  
Metro Test & Balance, Inc.  
N.B. Handy Company  
Norair Engineering Associates

R.S. Harritan & Company, Inc.  
W.E. Bowers

## **Insurance / Investment Products**

Federated Insurance Company  
Georgetown Insurance Service an Alera Group Co.  
Ullico Investment Company, LLC

## **Kitchen Equipment**

Metropolitan Equipment Group, Inc.  
Penn Air Control, Inc.

## **Louvers**

American Metal Goods, Inc.  
Arrow / Mestek Commercial Damper Louver Group  
Capital Energy Equipment, Inc.  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC  
Metropolitan Equipment Group, Inc.  
N.B. Handy Company

## **Manufacturer's Representative**

Ferguson HVAC – Lyon Conklin & Co.  
H&B Engineered Products, Inc.  
Havtech Air Distribution, LLC  
Metropolitan Equipment Group, Inc.  
NEFCO Corporation  
Sam DeSanto Company

## **Manufacturing (HVAC Components)**

Arica Consulting & Contracting  
Arrow / Mestek Commercial Damper Louver Group  
W.E. Bowers

## **Mechanical**

Arica Consulting & Contracting  
H&B Engineered Products, Inc.  
Metro Test & Balance, Inc.  
W.E. Bowers

## **Millwright Equipment Installation**

R.S. Harritan & Company, Inc.

## **Plasma & Liner Cutting Systems**

N.B. Handy Company  
Vicon Machinery/Plasma Automation, Inc.

## **Power Tool Supplies**

Milwaukee Electric Tool Corp.  
NEFCO Corporation



## **Residential Heating**

Comfort Control, Inc.  
Densel Company  
N.B. Handy Company

## **Roofing**

PTL Contracting, LLC  
James Myers Company, Inc.  
Journeyman Mechanical Contractors  
N.B. Handy Company

## **Services**

Cadvantage Drafting Service, Inc.  
Journeyman Mechanical Contractors  
SecturaSOFT  
Southland Industries  
W.E. Bowers

## **Sound & Vibration**

Arrow / Mestek Commercial Damper Louver Group  
Comfort Control, Inc.  
H&B Engineered Products, Inc.  
Metro Test & Balance, Inc.  
Metropolitan Equipment Group, Inc.  
Seneca Balance of Maryland, Inc.

## **Specialty Products**

American Testing, Inc.  
Camden Yards Steel Company  
Capital Energy Equipment, Inc.  
Ductmate Industries  
PTL Contracting, LLC  
Havtech Air Distribution, LLC  
Metro Test & Balance, Inc.  
N.B. Handy Company  
Southland Industries  
W.E. Bowers

## **Structural Steel**

NEFCO Corporation  
R.S. Harritan & Company, Inc.



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