



Magazine

*SMCA Golf Outing  
October 2, 2023  
Bluestone Country Club*



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## SMCA MEMBER FIRMS

<b>Accu-Flow Balancing Co., LLC</b> , 267-483-5490, Warrington, PA	<b>Marx Sheet Metal &amp; Mechanical, Inc.</b> , 267-486-1999, West Chester, PA
<b>Air Distribution Systems Inc.</b> , 856-874-1100, Cherry Hill, NJ	<b>Modern Controls, Inc.</b> , 302-325-6800, New Castle, DE
<b>AerDux, Inc.</b> , 856-933-2400, Bellmawr, NJ	<b>National Balancing Co., Inc.</b> , 856-667-5100, Cherry Hill, NJ
<b>Air Concepts, Inc.</b> , 215-788-2880, Bristol, PA	<b>Optimum Performance Balancing, LLC</b> , 610-568-8751, Birdsboro, PA
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<b>Camden Mechanical</b> , 856-676-0500, Camden, NJ	<b>Prime Sheet Metal, Inc.</b> , 215-672-9191, Warminster, PA
<b>Dynamic Balancing Co.</b> , 610-337-2757, King of Prussia, PA	<b>Progressive Sheet Metal, Inc.</b> 215-322-1816, Southampton, PA
<b>Eastern Air Balance Corp.</b> , 717-492-1846, Manheim, PA	<b>Restaurant Ventilation Design, Inc.</b> , 856-848-7411, Wenonah, NJ
<b>Environmental Construction Svcs.</b> , 215-904-5097, Philadelphia, PA	<b>Sanks Mechanical</b> , 215-709-9176, Philadelphia, PA
<b>Ernest D. Menold, Inc.</b> , 610-521-4700, Lester, PA	<b>Southland Industries</b> , 267-315-6906, Horsham, PA
<b>Fisher Balancing Company</b> , 856-740-9134, Williamstown, NJ	<b>SSM Industries, Inc.</b> , 856-345-2525, West Deptford, NJ
<b>G.B.I. Inc. T/A Thermal Piping</b> , 609-724-0006, Wrightstown, NJ	<b>Tab Systems, Inc.</b> , 856-809-0395, West Berlin, NJ
<b>Hays Sheet Metal, Inc.</b> , 856-662-7722, Pennsauken, NJ	<b>Thomas Company, Inc.</b> , 856-432-6373, Brooklawn, NJ
<b>Hunter Mechanical, Inc.</b> , 610-344-9777, West Chester, PA	<b>Total Comfort Solutions</b> , 215-671-8375, Philadelphia, PA
<b>Independent Balancing Co., Inc.</b> , 215-849-3131, Philadelphia, PA	<b>W. F. Smith, Inc.</b> , 215-624-1313, Philadelphia, PA
<b>Lor-Mar Mechanical Services, Inc.</b> , 856-662-5151, Pennsauken, NJ	<b>Wm. J. Donovan Co., Inc.</b> , 215-225-3677, Philadelphia, PA
<b>Luthe Sheet Metal, Inc.</b> , 856-910-7000, Cherry Hill, NJ	

## SMCA STAFF

**Executive Director/CEO** Peter Jenkins, Esq. - pjenkins@smca.org

**Safety Professional/Program Director** Gregory Wharton - gwharton@smca.org

**Membership Services** Trish Casey - tcasey@smca.org

**Bookkeeper/Office Manager** Russell Smith - rsmith@smca.org

**Executive Administrative Assistant** Rebecca Pearson - rpearson@smca.org



## From the Exec's Desk

Greetings,

Hard to believe, but we're already halfway through 2023. Spring is an extremely busy season for SMCA, with regional conferences being held up and down the East Coast, local events being hosted by the association, and preparation for the upcoming Fiscal Year as we chart our course for 2023-2024.

SMCA's two-year run as host of the Northeast States Spring Meeting wrapped up this year on Florida's Palm Coast. The turnout this year topped 2022's attendance in Aruba, and we had great discussions with contractors from around the region. I want to thank Ken Wurst for his time and energy serving as Chairman of the Council these past two years – his dedication and thoughtfulness continues to be invaluable to SMCA and its mission. I also want to commend SMCA's own Trish Casey for going above and beyond to find the best venues and speakers possible, making this event one to look forward to every year.

I was pleased to see the CEA National Issues Conference return to Washington after a years-long hiatus. SMCA's Legislative Committee did a tremendous job advocating for our Member Firms on the hill as always! I also had the pleasure of attending the Eastern Regional Apprenticeship Conference for the first time. It was a great opportunity to learn what training centers and JATC trustees in other areas are doing to prepare the next generation of sheet metal workers.

With the start of a new Fiscal Year in July, we are preparing for some new initiatives here at SMCA. The association is going to expand its educational offerings to help our Member Firms and their employees thrive in today's market. SMCA will also strengthen our legislative advocacy efforts at the state and local level to ensure that our Members' voices are heard.

The summer also marks an annual transition in SMCA leadership, with terms for officers and directors ending in June and new terms beginning in July. SMCA is grateful for our dedicated volunteer leaders, as the association could not carry on its mission without them. My sincere thanks to those who have served in 2022-2023 and a warm welcome to those coming aboard in 2023-2024! I wish you all a happy, busy, relaxing summer 2023.

*Peter H. Jenkins*

## President's Column

SMCA held its Annual Business Meeting in early June, and I am honored to serve as President for the 2023-2024 term. Thank you to the Board of Directors for their



ongoing support and welcome to the Board's newest member, Matt Mitchell of Bonland Industries. Together we will look for ways to enhance the sheet metal industry with a focus on our Member Firms. From growing market share to navigating a problematic supply chain, SMCA's goal is to benefit our members in every sector of the business.

Workforce development is a major issue in the construction industry, as contractors seek the best, most skilled people possible. The competition for talent is fierce, as employers across all industries are looking for high-quality individuals in a smaller labor market. Recognizing the benefits of casting the widest possible net into the talent pool, SMACNA, SMART, and the International Training Institute launched the BE4ALL initiative in 2021 in a joint effort to enhance our industry's workplace culture. Hiring and retaining the best workforce possible means evaluating people based on their character, skill, and work ethic regardless of race, gender, religion, sexual orientation, ethnicity, or nationality. Respect for different backgrounds, cultures, and faiths makes for a more inviting workplace to these talented individuals we all seek to employ. The BE4ALL calendar and Toolbox Talk series provide chances to learn more about the variety of cultures and faiths in our constantly evolving industry. I encourage everyone to make these part of your workplace "tool box", because a respectful and inviting jobsite or shop is one of the best ways to increase productivity and camaraderie at work.



**Respectfully,**

**Matthew Sano**

## Safety Habits Improve Safety Culture



We have already reached the mid-year mark of 2023, and I am proud of our member firms' safety habits and culture. Safety Professional Rod Courtney discussed eight habits of a highly effective safety culture in the Environment, Health, and Safety Leaders Magazine. Of those eight, four stood out to me based on conversations I had with members and employees.

The first habit is, "stop making safety a priority when it should be a value". When employees value safety their attitudes and overall outlook of safety changes. These choices are acknowledged in the second habit, "make it safe to raise concerns". If an employee values the safety of not just themselves, but for others, they will always address safety concerns. A great example is if an employee notices their co-worker's self-retractable lifeline is not connected to the anchor point making them susceptible to a fall. This is a

concern for everyone in the company if the employee falls because the first question asked is, "why was their self-retractable lifeline not connected to the anchor point?" This leads to the third habit, "make safety a responsibility of operations". I frequently have discussed the importance of this habit with trainees. Safety should involve everyone in the company not just the General Foreman, Safety Director, or one employee who understands the importance of safety. Nobody wants to see a gruesome fatality on a job site that could have been prevented. The final habit ties the previous three together. "Stop trying to fix the worker and fix the work." When safety is valued, safety concerns are raised, and everyone takes responsibility – employees are fixing the work around them to avoid injuries or death. Actions such as pre-safety inspections are being completed before each day to identify and eliminate all hazards.

Improving safety culture will challenge everyone to take a deep dive into how safety at their firm can be better. It could be sending an employee who wants to be more involved in safety to a safety conference or an employee influencing their co-workers to attend more training. These are both examples that prove change is not an option, it's a requirement.

Greg Wharton, Safety & Education Director  
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## Want Your Job To Be The Feature Article

Every quarter SMCA features a project that an SMCA Member is working on or has recently completed. This is an excellent opportunity to show off your work. If you are interested in being the next "Feature Article", contact Greg Wharton at [gwharton@smca.org](mailto:gwharton@smca.org).

You don't have to write the article, SMCA can help.





## Eastern Regional Apprenticeship Conference Looks to the Industry's Future

Representatives of the Philadelphia JATC joined Training Coordinators and Trustees from around the country in Clearwater, Florida for the 2023 Eastern Regional Apprenticeship Conference. Attendees were updated on the latest offerings from the International Training Institute (ITI), including a number of grants available to local training centers for equipment and education. Aldo Zambetti, Administrator of the Sheet Metal Occupation Health Institute Trust (SMOHIT) discussed the Trust's newest initiatives addressing safety and mental health issues in the workplace. Well-regarded speaker Kevin Dougherty spoke with attendees about the importance of developing future industry leaders through mentorship and foreperson training.

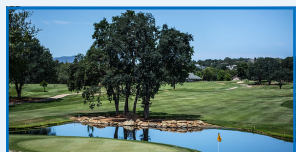
Technology is a key part of any successful apprenticeship program, and a number of sessions at the 2023 ERAC touched on the latest software and equipment available to training centers. Virtual welders permit students to safely and efficiently hone their skills, this is a key part of the trade. New drafting and project management software is available to make the design and installation process faster and easier than ever. SMCA's management-side JATC trustees will coordinate with Local 19's labor-side trustees to ensure that the Philadelphia Training Center has the best resources available to continue developing the industry's future sheet metal workers.

## Schedule of Events

**SMCA Educational Seminar**  
**September 19, 2023**  
Bias & Belonging Training  
for Contractors  
SMCA office—Warminster, PA



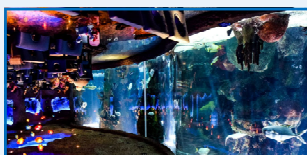
**SMCA Golf Outing**  
**October 2, 2023**  
Bluestone Country Club  
Blue Bell, PA



**SMCA Engineers' Night**  
**October 12, 2023**  
The Manor House at  
Commonwealth  
Horsham, PA



**SMCA Holiday Reception**  
**December 1, 2023**  
Adventure Aquarium  
Camden, NJ



## Merck's 'Contractor of the Year'

Ernest D. Menold, Inc. was selected as Merck's 'Contractor of the Year' for its work in 2022 at Merck's West Point, PA campus. In 2022, Ernest D.



Art Yanchitis of Merck presenting award to Ernie J. Menold, PE, President of Ernest D. Menold, Inc.

Menold, Inc. (EDM) worked over 59,000 field hours onsite at Merck West Point, PA. In addition to the field manhours, we had over 8,000 manhours of Project Staff (Exec, PM, APM, etc) and over 10,000 manhours of design assist/detailing efforts, and well over 35,000 shop/offsite fabrication manhours. Throughout 2022, EDM, Inc. worked two large portfolios of projects, and also maintained a small crew onsite to handle specialty projects in pharmaceutical areas throughout the site. At the peak of our work in Fall 2022, we had between 30 and 35 personnel working onsite.

Working onsite at Merck requires a lot of internal resources to successfully execute these projects: from proper training of our workforce to perform the work onsite, to satellite warehouses to house material and equipment offsite, to back-end accounting staff for reporting.

Our workforce rose to the occasion on our projects in 2022. From the attention to detail on pre-construction tasks, to proper communication with each other and our trade partners executing the work, we mitigated potential hazards and were able to stay ahead of schedule on projects. Our crews worked a majority of the weekends from July through November in 2022 to complete our portfolio of work.

We value the working relationships we have with our CMs and GCs Lendlease, IPS-Integrated Project Services, Genesis AEC, so that we can deliver quality work to our mutual customer, Merck. Great things happen when project teams come together collaboratively to plan and build a project, with safety and quality never becoming compromised.

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## Wm. J. Donovan Co. makes push to complete laboratories near Penn Campus, while gearing up for a GlaxoSmithKline ThermaDuct Install

As temperatures begin to sizzle, so does the work at the Wm. J. Donovan Co. The Wm. J. Donovan Co. has a 45,000 square foot state-of-the-art facility, along with an additional 23,000 sq.ft. warehouse just around the corner from their main facility plus a satellite office in North Wales, Pa. SMCA's only remaining charter member from 1919 was generous enough to allow us to visit their 5th and 6th floor projects at Wexford One uCity as well as give us a behind the scenes look at their ThermaDuct project for GlaxoSmithKline.



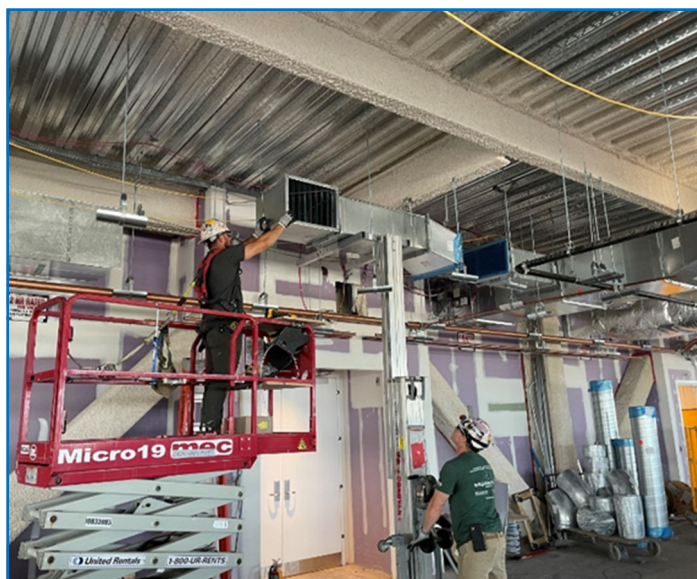
Like many SMCA contractors, Donovan's have top of the line fabricating capabilities.

The Wexford One uCity is a 13-story, 400,000 square-foot building on the 3700 block of Filbert Street which is a part of the ever-growing uCity Square. This project warranted the attention of not just a long-standing SMCA member, but a Sheet Metal Workers Local Union 19 signatory contractor since 1915.

Wm. J. Donovan Co. started on site at the end of April and Foreman Jeff Deckert and Steward Matt Rolden are working vigorously to complete their assignment. The tandem worked together first by plotting out points to install anchors throughout the 5th and 6th floors using Trimble Total Software. Both workers along with Project Manager, Brad Kaighn will play a significant role in not just staying on



Foreman, Jeff Deckert and Project Manager/Sketcher Brad Kaighn review plans.



Foreman, Jeff Deckert raises duct for Steward Matt Rolden to make the connection for a future venturi valve.

schedule for the laboratories to be completed, but, but also staying on top of the coordination and logistics that is needed for the fabrication and installation of the 72,200 pounds of ductwork for the 5th and 6th floors.

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## New Year Brings New Leadership To SMCA

SMCA would like to thank Richard Braendle of Dynamic Balancing Co. (Industry Fund Trustee) and Gina Onorato of AerDux, Inc. (SMCA Director) for their service to SMCA and the Industry Fund. Rick served both as a Director for SMCA and an Industry Fund Trustee, 2015—2023. Gina served both as a Director for SMCA and an Industry Fund Trustee from 2019—2023. Volunteers like Rick and Gina are what makes SMCA productive and successful!



SMCA would like to welcome Matthew Mitchell of Bonland Industries to the SMCA Board of Directors and Robert Skubish of Wm. J. Donovan Co. to the Industry Fund Trustees. We look forward to your contributions.

## SMCA Advocates for High-Quality American Construction at National Issues Conference

SMCA's Legislative Committee joined the Construction Employers of America for the first in-person National Issues Conference in years held in Washington DC. The CEA is a coalition of seven premier national construction specialty contracting associations, working together to raise awareness among policymakers, opinion leaders, and the general public about the value of union construction. Speakers from the House, Senate, GSA, Commerce Department, NCCMP, and Department of Labor participated in the conference and discussed federal efforts to strengthen infrastructure investment, multiemployer pension plans, and end the misclassification of construction workers as independent contractors.

The SMCA delegation also spent hours meeting with Pennsylvania's congressional representatives and their staff. The Legislative Committee urged members of Congress to increase tax incentives for construction companies (such as the 179D deduction) and strengthen registered apprenticeship programs. The Committee also stressed the importance of prompt payment legislation and



SMCA Legislative Committee member Rick Braendle.

stopping the misclassification of workers by "bad" contractors.

SMCA's Legislative Committee engages with local, state, and national policymakers to strengthen the union sheet metal industry and provide opportunities for our Member Firms and their employees. SMACNA is well-known for "punching above its weight" when it comes to legislative advocacy, and SMCA's Committee is a large part of that success. A special thanks to Dominic Bonitatis (Prime Sheet Metal) and Rick Braendle (Dynamic Balancing Co.) for their efforts in Washington this spring!



Senator John Fetterman met with SMCA staff and Legislative Committee members.

# Menold Contractor of the Year

## Scope of Work on 2022 Projects onsite at Merck:

### Building 75A Rooftop

EDM removed over 150,000lbs of mechanical equipment and ductwork off a pharmaceutical rooftop, requiring structural engineering for crane lifts of 30+ year old HVAC equipment.

EDM assisted in the design phase of a new 250,000 lb. penthouse module, which resulted in a flawless installation over 2 weekends with crane lifts performed by Thackray's 500 ton crane w/ 150' luffing jib and counterweights.

Our shutdown windows to perform the work was limited to 48 hours on weekends, as the building remained operational throughout the weekdays

EDM installed approximately 60,000lbs of sheet metal ductwork and (12) new structural duct supports, to handle the new ductwork mains, that weighed approximately 20,000lbs.

### Building 75B Lab Renovations and Exhaust Systems

Renovated laboratories in an active building:  
Approximately 12,000lbs of new ductwork.

Fabricated and install new BSC/Bio-Bubble exhaust system:  
Approximately 13,000lbs on exhaust ductwork for a new BSC/ Bio-Bubble exhaust system.  
Designed, fabricated, and installed customer ERU coil casing and redundant exhaust fans.  
EDM Executed a (21) day shutdown to divorce the duct distribution system from the existing AHU's and connect to the

newly installed penthouse. This work was completed earlier than originally planned, and it allowed for more time to run the new penthouse through its paces prior to bringing the building online.

### Building 50

EDM was contracted in a design assist project delivery in 2022 in a new building for vaccine manufacturing. Installed approximately 143,615 lbs. of galvanized and stainless-steel ductwork throughout 2022 and into 2023.



### Other safety aspects we are involved in onsite at Merck West Point, PA:

We have a representative on the Contractor Safety Council, which meets monthly to discuss challenges onsite. We implemented a SOR Incentive program to encourage participation from our workforce. EDM participates in the mental health/wellbeing program and have (3) mental health champions among our workforce. EDM has a fulltime non-working safety professional onsite every day who manages worker trainings, toolbox talks, and supports SPA's and JSA's. EDM has (2) full time APM's who handle all site access, JSA's, and other logistical efforts.





# SMCA Shares Industry Knowledge at Northeast States Spring Meeting

For the second consecutive year, SMCA served as host of the Spring Meeting of the Northeast States Sheet Metal Contractors Council. The 2024 meeting was held at the beautiful Hammock Beach resort on Florida’s Palm Coast. Opening with a round of golf on the Nicklaus Ocean Course and welcome reception, the week provided a mix of social and business activities. Led by Chairman Ken Wurst (Air Concepts), attendees from around the region shared market insights, industry trends, and best practices during the Business Meeting. Johns Manville updated contractors on its newest product offerings and forecasted the year to come. SMACNA’s Executive Director of Labor Relations, Jason Watson, spoke



**Westin Hilton Head Island Resort & Spa**

about the SMACNA/SMART relationship and discussed the 2023 collective bargaining season thus far.

In a new twist, the meeting included a team-building event. Contestants built “Survivor Forts” using cardboard and other assorted materials, then bombarded their opponents with water balloons to see whose design provided the best defense.

Next spring’s meeting will be hosted by SMACNA’s Southeastern New York chapter, led by incoming chairman Chip Greenwood and Executive Director Alan Seidman.

We look forward to the 2024 meeting in Hilton Head, South Carolina!



## SMCA Education

Rebecca Klein Scott and Keith Scott presented their topic – “The Art of Negotiation” on Thursday, April 13<sup>th</sup>. The two speakers worked with attendees closely and provided them with keys to being successful during negotiation settings. Rebecca and Keith didn’t just discuss language, but they also emphasized the importance and impact body language can

have during negotiations. The tandem will make a return in the future to present to the SMCA negotiation team before the next negotiation.



*In both photos, Rebecca and Keith address the groups on the topic they will be negotiating. One individual from each group negotiated the terms for their team.*

# Wm. J. Donovan Co. commitment to highest level of quality

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## One uCity Ductwork

The company will not just be fabricating and installing the ductwork, but will also complete the testing and balancing as they are certified in Air and Hydronic Systems, and HVAC Fire Life Safety. Walking the job site and recognizing the completed work from the Wm. J. Donovan Co. it stands true to their vision and mission statement; The Wm. J. Donovan Co. will be the contractor of choice due to their commitment not only to their employees but to their customers to produce the highest level of quality and maintaining the highest level of integrity (without these principles, the Wm. J. Donovan Co. wouldn't have experienced the success they have had over the last 110 years.

The Wm. J. Donovan Co. has worked closely with many construction management companies over the years. On this project, Turner Construction Management Company spearheads the project, while Wm. J. Donovan is contracted to Binsky and Snyder. If all the stars align, the project is slated to be completed in March 2024.



One uCity Ductwork

On another note, Wm. J. Donovan Co. President Robert Skubish discussed an outdoor product called Thermaduct. Thermaduct is a patented, pre-engineered duct system incorporating duct, insulation, and cladding all in one product. Roughly six years ago, Thermaduct reached out to John F. Scanlon, Inc. to represent Thermaduct and was looking for a local sheet metal firm to exclusively tackle the fabrication of this product for various parts of Pennsylvania, Delaware, and New Jersey. The Wm. J. Donovan Co. saw this opportunity to corner the market and they did just that without ever looking back. Wm. J. Donovan Co. sent a few of their best employees to Ohio to be educated on Thermaduct, so the sheet metal firm could hit the ground running. Since then, Thermaduct has been fabricated at the firm's 23,000 square foot warehouse by their knowledgeable employees. When the third quarter SMCA magazine is in your hands you will be impressed by the installed product of Thermaduct at GlaxoSmithKline by the Wm. J. Donovan Co. Stay tuned...



A few pieces of Thermaduct for the GlaxoSmithKline project.





## Spotlight:



**ServiceTitan**<sup>®</sup>  
**Commercial**

**What do you want SMCA Contractors, the engineering community and many other contacts to know about your company?**

ServiceTitan is the leading cloud-based software platform powering commercial service and specialty contractors. Founded in 2012 by the sons of hard-working tradespeople, our all-in-one solution gives contractors complete control of their business by seamlessly integrating all operations in one place. By bringing an integrated SaaS platform to an industry historically underserved by technology, we are equipping contractors with the technology they need to keep the world running. Used by hundreds of thousands of service professionals, ServiceTitan helped commercial customers in 2022 drive 19% revenue growth, a 21% increase in agreement renewals, and a 9% revenue growth per tech.

**Commercial Service Industry Insights and Trends for 2023:**

<https://www.servicetitan.com/guides/commercial-service-report-2023>

ServiceTitan surveyed more than 1,000 commercial service contractors across the country, from a variety of trades, not solely limited to ServiceTitan customer, on their business performance in 2022 and their expectations for 2023. Results indicate that during these trying times, businesses are finding a continued source of stability in repeat customers and view technology as an important tool for staying ahead of the competition.

**Who are the main contacts that you would want listed if you are selected for this feature?**

Nathan Vander Zanden, Manager, Strategic Partnerships  
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