



Magazine



Resolutions for Contractors

2022 Construction Outlook

SMCA Events

[www.smca.org](http://www.smca.org)

Winter 2021-2022 Volume 3

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## SMCA STAFF

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## From the Exec's Desk

Happy New Year and Welcome 2022,

I hope everyone is enjoying a safe and happy holiday season. The fall months are among the busiest of the year for SMCA and our members, with 2021 being no exception. SMCA staff spent the fall working hard to upgrade our services, partnering with Novi AMS to build a new website and membership platform. This will help us align SMCA's mission with today's digital environment as we continue to offer the very best for our membership.

The march toward normalcy continued over the fall, as SMACNA's Annual Convention returned as an in-person event after being forced to go virtual last year due to the pandemic. It was a great event, and SMCA's representatives had a wonderful time reconnecting with their colleagues in Maui.

Like many others in the construction industry, I was pleased to see the federal government finally commit to addressing our country's plethora of infrastructure needs. Regardless of political beliefs, we all would prefer smooth roads to drive on, clean water to drink, and reliable internet access. Kudos to this bipartisan effort, especially those in Congress working across the aisle for the good of American citizens.

Every year begins with hope, and 2022 is certainly no different. We all hope to finally put the COVID-19 pandemic behind us. We all hope for a healthy and prosperous year to come. And we all hope to have some fun while doing it! In closing, SMCA joins in that hope and wishes everyone good health and good luck in what looks to be a happy new year.

Executive Director/CEO



Have a story idea or a project you are proud of, email it to [info@smca.org](mailto:info@smca.org).

## President's Column



Greetings everyone,

I hope everyone enjoyed the holidays.

Welcome 2022!

I'm happy to say that SMCA is in full swing, traveling the country to meet with other chapters and discuss the future of our great industry. I have been to Washington D.C. a few times to sit and talk with congressmen about our legislative goals. Stan Kolbe, SMACNA's Executive Director of Legislative and Political Affairs, has been an immense help with getting me in to see them.

While the end of 2021 was a challenge for many of us as contractors, forecasts for 2022 are looking positive towards the end of the first quarter and into the second quarter. With lots of big construction projects being announced and an influx of federal funding through the recently passed infrastructure bill, I expect we'll all be challenged by a busy year to come.

This is a contract year so we will be meeting with Local 19 to negotiate a fair contract for contractors and the sheet metal workers represented by Local 19. As we all know, negotiations of any kind can be challenging at times. But I am confident both sides will reach an agreement beneficial to the industry. Pete and I look forward to discussing any concerns or issues you may have with the current CBA and the successor agreement to come. We are your voice and your voice matters. Local 19 has been very open minded and is looking to the future with SMCA.

Finally, I would like to once again thank our readers, our contractors, the SMCA staff and especially the Board of Directors and Industry Fund Trustees for all their hard work and devotion to our industry. I look forward to seeing many of you at the upcoming events so watch the website and pay attention to the emails we send.

Thanks again see you soon.

Respectfully,  
*Dominic Bonitatis III*  
 SMCA President

## Safety Huddles Found Useful for Apprentices

As the year begins, I always find it beneficial for SMCA firms to discuss what they have been doing to prevent injuries and illnesses over the last year. Visiting shops and job sites provides me the opportunity to talk with owners and foreman to hear first-hand what strategies they have implemented to ensure every employee walks out the door in the same condition they walked in. On one of my shop visits, a firm owner told me that one of the challenges that they have is getting apprentices to understand the importance of safety. It is fair to say that other SMCA firms are currently facing this same



issue. With that said, the immediate question is “What is an overall strategy or technique that could be used to protect apprentices?” The owner of the firm emphasized the effectiveness of safety group huddles.

These huddles consisted of a Safety Professional, Lead Foreman, and apprentices meeting to complete risk/hazard assessments, and discuss near misses that the Safety Professional or Lead Foreman have experienced before that could help the apprentices. In the safety world we call these “leading indicators.” Analyzing leading indicators helps minimize losses and prevent incidents whether in the shop or on the job site.

These huddles are frequently used before the shift begins, not just before a major safety task like moving equipment.

The first quarter is looking good for many SMCA firms and taking advantage of safety huddles can improve your recordable injuries over the previous year.

For more information on conducting productive safety huddles, please contact me.

Greg Wharton  
Safety Professional & Education Director  
(610) 828-4055 [gwharton@smca.org](mailto:gwharton@smca.org)

## SMACNA Introduces New CEO

Shortly after its Annual Convention, SMACNA named the successor to longtime CEO Vince Sandusky, who is retiring after many years of service to the association and the industry. Aaron Hilger, formerly the President and CEO at Builders Exchange of Rochester and the chapter executive for SMACNA Rochester, took the helm effective January 1, 2022.



SMCA congratulates Mr. Hilger on his new position, as his experience in strategic planning, labor relations, finance, and legislative advocacy make him an ideal leader for SMACNA’s next generation. We look forward to working with Aaron and SMACNA in the years to come.



## New SMCA Website

We have a brand new look and updated technology in an effort to better serve all our members. We hope that you'll enjoy it as much as we do.

With your new login, you will be able to: Register for events, Update your profile information, Track event attendance, View and Pay invoices, and more!



## Schedule of Events

### SMCA Safety Dinner & Awards

January 20, 2022  
Philadelphia Flyers



### SMCA Legislative Dinner

April 21, 2022  
The Buck Hotel



### SMCA Sporting Clay Outing

May 20, 2022  
Lehigh Valley Sporting Clays



### SMCA Annual Meeting

June 2, 2022  
The River's Edge at Pen Ryn



### SMCA Golf Outing

October 3, 2022  
Bluestone Country Club



### SMCA Engineers' Night

#### Dinner Meeting

October 13, 2022  
The Manor House  
at Commonwealth



## New Year's Resolutions for Contractors

1. **Develop Your Workforce:** One of the most discussed challenges nationally among contractors is the lack of skilled labor. While SMCA contractors have access to well-trained Sheet Metal Workers through their relationship with SMART Local Union 19, talent development is always a worthwhile investment. Consider training options for Project Managers, Estimators, and other non-bargaining unit staff to help maximize your resources and attract new talent.
2. **Embrace Lean Construction:** This is easier said than done, but a general policy of eliminating waste and maximizing productivity is a good one for any business. With ever-increasing competition and customer expectations, finding new cost savings or more efficient processes can only help!
3. **Make Technology Work for You:** If you have ever attended a SMACNA product show, you know that new construction technology is always entering the market. But surveys show that many contractors are hesitant to adopt new technology, whether they believe it is too costly or too difficult to bring into the office. In 2022, encourage your workforce to look for modern solutions to problems – try something new and give it a real chance!
4. **Take Safety Seriously:** SMCA contractors have always made safety a priority on the job, as evidenced by our chapter's unprecedented success with SMACNA's Safety Awards participation. But you can never be too careful in construction and every worker deserves to come home safely after a hard day's work. Take advantage of SMCA's robust Safety Program, whether by attending a training or having our Safety Professional visit your shop. We are here to help.
5. **Promote Your Business and Your Industry:** Finally, make sure people know who you are and what you do. Marketing may not be the first thing you think about every day, but do not forget to promote your business and the union sheet metal industry. Join an SMCA Committee, meet with a marketing representative, or contact SMCA for assistance with both.

## SMCA says “Aloha!” to SMACNA Colleagues at Convention

SMCA joined SMACNA chapters from around the country on the beautiful island of Maui in October for SMACNA’s 2021 Convention. After the cancellation of the 2020 Convention due to COVID-19 issues, attendees were able to reconnect with friends and colleagues at the beautiful Grand Wailea resort and hotel.

SMACNA President Angie Simon delivered the opening address, sharing insights on SMACNA’s diversity and inclusion initiative. Following a round of educational sessions, awards were presented to SMACNA’s Contractor of the Year (Randy Novak, Novak Heating & Air), Chapter Executive of the Year (John Sindyla, SMACNA-Cleveland), Legislative Contractor of the Year (Tom Martin, T.H. Martin, Inc.), and Chapter Executive Legislative Advocate of the Year (Ginger Slaick, Georgia-SMACNA).



SMCA President Dominic Bonitatis III accepting award from SMACNA President Angie Simon.

SMCA contractors spent time at the always-popular Product Show, viewing the latest technology and equipment offerings from over 30 vendors and distributors. They also attended the SMACNA PAC reception and dinner.

The SMACNA Annual Business Meeting honored outgoing Board members (including SMCA’s own Gary Luthe of Luthe Sheet Metal), elected new Board members and Director Nominating Committee members, and formally recognized its Safety Excellence and Safety Innovation Award Winners. SMCA President Dominic Bonitatis III of Prime Sheet Metal did the honors both for SMCA and SMACNA’s Eastern Region by accepting SMCA’s Chapter Participation Award and nominating the Eastern Region’s and At-Large representatives to the Director Nominating Committee.

The President’s Lunch saw the traditional change of leadership, as Al Labella was introduced as new SMACNA President. Labella, who is a member of SMACNA’s Long Island, NY chapter, emphasized the need to get the next generation of contractors and leadership involved and “present them with the opportunity to be better.”

Closing with an outdoor reception and After Party, the 2021 SMACNA Convention was informative, educational, and entertaining to all those in attendance. SMCA looks forward to the 2022 Convention at the Broadmoor in Colorado Springs.



## SMCA Joins Chapters Nationwide at Council Meeting

The Council of Chapter Representatives resumed in-person meetings this December, convening in Dana Point, California. The intense two-day session brought Councilors and Chapter Executives together for reports from SMACNA National executives, guest speakers, and open forum discussions.

SMCA was represented by Councilor Ken Wurst of Air Concepts, Inc. and Executive Director Pete Jenkins. SMACNA chapters shared best practices on labor relations, association management, and workforce development. Attendees also received updates on the National Pension Fund and SMACNA's latest technological and recruitment initiatives.

The Council of Chapter Representatives implements SMACNA policies and programs at the chapter level, exchanges information about chapter activities and programs, and informs the SMACNA Board of Directors of chapter needs and problems throughout the country. The Council convenes twice each year, in June and December, to conduct its business activities and make recommendations to SMACNA leadership.

## Construction Outlook 2022

After 2 consecutive years affected by the COVID-19 pandemic, "What will 2022 look like for my business?" is a question being asked by contractors nationwide. Most industry experts expect 2022 to be better than 2021, predicting it to be a "very good" year for construction in the United States.

Dodge Construction Network is forecasting a 6% rise in construction starts in 2022, driven largely by residential construction. Chief Economist Richard Branch recently noted that while there is a "long road back to full recovery for the construction space", the

Dodge Momentum Index is now at a 13-year high with general building projects ahead of where they were in 2020. This is in part due to the passage of the Infrastructure Investment and Jobs Act and the subsequent influx of federal money into the construction industry, but it should be noted that much of that money will not start flowing until late 2022 or even early 2023.

Material shortages and price increases were an ongoing problem in 2021 and could remain a problem to open this year. However, Branch noted that material cost increases are tapering off. He expects prices to remain high in 2022, but increases should begin dissipating as the year progresses. The supply chain is another source of agita for contractors, as material delivery delays are affecting up to 60% of small construction businesses. This means projects are taking longer to get started and completed – about nine months later according to most experts.

Single-family home construction saw a banner year in 2021, with over 1 million units built for the first time in 15 years. But because that sector is more vulnerable to high material costs and supply shortages, it is expected to cool in 2022. Warehouse construction has been focal point of commercial building over the past year, with Amazon Distribution Centers becoming a nationwide driver of the construction industry. Forecasters expect that trend to continue this year as online shopping, curbside pickup, and home deliv-



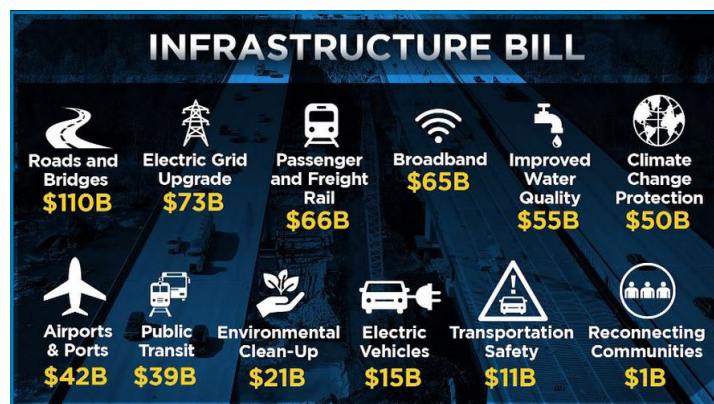
## Legislative Update

### Bi-Partisan Infrastructure Bill is Now Law: What to Expect

In November, the Infrastructure Investment and Jobs Act (IIJA) was signed into law by President Joe Biden. Of the bill's \$1.2 trillion total, it will deliver \$550 billion of new federal investment in American infrastructure over the next five years, aimed at repairing roads and bridges, modernizing water and energy systems, and increasing nationwide broadband access.

The focus now shifts to federal agencies like the Department of Transportation and Department of Energy which are responsible for implementing the law by implementing new programs and getting funds directed to the right places. State and local officials, who serve as the owners and operators of most traditional infrastructure, now face the challenges of designing and building new assets, hiring and onboarding additional employees, and managing this new influx of resources.

While much of the IIJA's spending is focused on transportation, it touches on many other sectors of the nation's infrastructure. \$65 billion is allocated to updating America's power grid and clean energy. \$39 billion will go towards public transit systems, including renovations and updates to transit sta-



tions. \$25 billion has been allocated to airport projects, including upgrades and expansions.

SMCA has been among the many trade associations advocating for and supporting infrastructure bills like the IIJA. SMCA's members are some of America's leading construction contractors and understand the importance of investing in the country's infrastructure. SMCA contractors are leaders in many of the long overdue projects addressed by the IIJA – retrofitting public buildings for today's world, building new facilities, upgrading transportation centers, and expanding America's broadband network. SMCA's members appreciate the federal government's bipartisan commitment to the national infrastructure and applaud the efforts of our representatives in Washington.

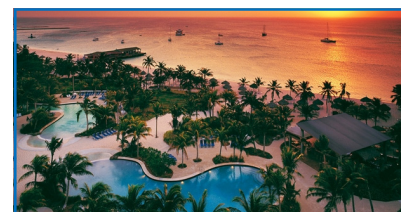
## Northeast Sheet Metal Contractors to Meet in Aruba

The Northeast States Sheet Metal Contractors Council is a regional trade association for union sheet metal firms ranging from New England to the Mid-Atlantic. Each year, representatives from Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia, and the District of Columbia gather for a spring meeting.

Agenda items typically include labor relations, legislative and tax issues, and building construction codes. The meeting is also where SMACNA's Eastern Region voting block determines its recommendations for national committee and board positions. With its major metropolitan areas and strong union ties, the Northeast States Coalition is heavily involved with guiding the future of the union sheet metal industry.

Contractors in attendance network and exchange ideas with colleagues and peers from other areas. This provides a unique opportunity to "talk shop" with fellow contractors without worrying about giving secrets to your regular competitors.

Chairman Ken Wurst, of SMCA member firm Air Concepts, Inc. will host the 2022 spring meeting from March 31 - April 3 at the Hilton Aruba Caribbean Resort and Casino in Noord, Aruba.





# Bonland Industries Inc. part of Arthaus' Vision for Philadelphia

If you or someone you know is looking for unimaginable views of the city of Philadelphia, you might be interested in the new Dranoff Properties and Arthaus Condominiums. The 47-story, 530-foot structure that is slated to be completed by Spring 2022, is at the corner of Broad and Spruce Street across from the Kimmel Center. As always, I had the wonderful opportunity to walk the entire job site with the sheet metal firm's Lead Foreman. The Lead Foreman on this job site is Andy Buchanan from Bonland Industries Inc. One of the advantages of walking this entire job site is recognizing the amount of sheet metal that was installed from the ground floors of the parking garage and cellar all the way up to the 47th floor. To see it is to believe it, and seeing it first-hand, you can't help but marvel at the amount of sheet metal installed by Bonland Industries Inc. of Bensalem, PA since August 2020 when it started work at the Arthaus site.

Bonland Industries Inc. had up to twelve employees on site hanging and installing duct, but many of the linear diffusers in the kitchen, café, and boardroom ceilings were completed with eight employees. Andy Buchanan is incredibly pleased with the work on the job site as they continue to work closely with Tracey Mechanical Inc. and Intech Construction to ensure the project is completed safely and efficiently.



Brian Buchanan (left) and Matt Cahill (right) are in the pump room area connecting an elbow duct piece.



Continuous plenums with cable operating dampers (COD) around the pool area.



Street view of the immaculate condominium structure on Broad Street.



47th floor stair pressurization fans.



Exhaust fans installed in the cellar.



Trash shoot installed goes from the 8th – 47th floor.



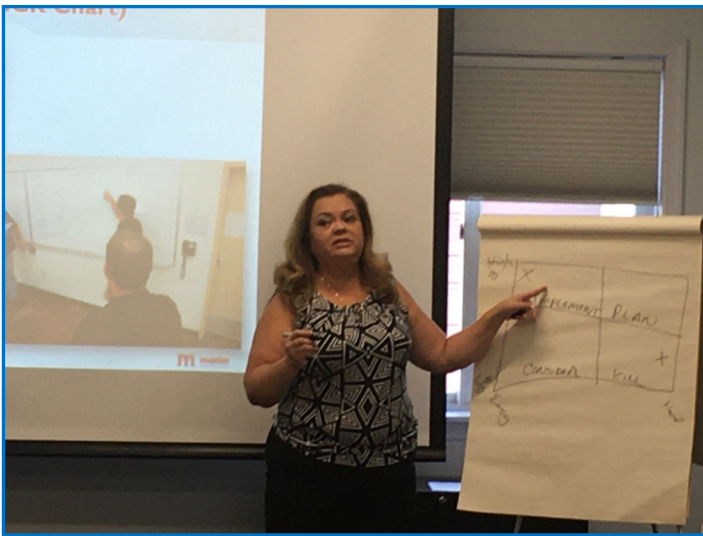
## SMCA Supplier of the Year Award

Cousellors from the law firm of Susanin Widman & Brennan receive the Supplier of the Year Award at this years Engineers' Night at the Sheraton Philadelphia Downtown.



(L-R) SMCA President Dominic Bonitatis III, Brian Shire, Mark Levengood, Elizabeth Schlax, and Jack Widman from Susanin Widman & Brennan.

## “Transform Your Organization for the Future”



Stephane McShane from Maxim Consulting Group, LLC. presented on the topic – “Transform Your Organization for the Future” to Presidents, Vice Presidents, and Project Managers of SMCA firms.

## Construction Outlook

Continued from Page 5

ery have become an integral part of COVID-19 living. Conversely, retail construction is likely to dip as people make less frequent trips to malls and other big box stores than they did pre-pandemic.

Commercial growth is expected to diversify this year, with a new focus on office renovations – particularly indoor air quality as employers bring people back to the office in increasing numbers. Data centers, petrochemical facilities, and pharmaceutical construction are also expected to grow this year.

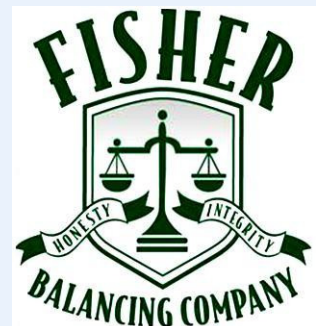
While supply and labor issues are likely to be a recurring theme nationally, the consensus forecast is good for 2022. The second half of the year looks especially bright as federal money enters the economy through the much-discussed infrastructure bill and the world continues to put COVID-19 in the past.

## SMACNA Interview with Fisher Balancing Co.

During a recent SMACNA interview, SMCA member firm Fisher Balancing Co. said they have doubled in size since the beginning of the pandemic. How has the company handled all the changes?

Matt Sano, President, and Jennifer Lohr, Vice President, of Fisher Balancing sat down to discuss how their company has grown and changed over the last two years. With their work on ventilation performance evaluation, Fisher Balancing has been twice as busy since March of 2020. The company has a background in hospital construction and converting regular patient rooms to ICU rooms has kept them busy, especially with new variants of COVID-19 coming into play. Other new construction projects include preparing schools for the return of students, and most recently, getting theaters ready for live performances.

With the increase in work and size, Jennifer Lohr was promoted to Vice President of the company. The two can now share the workload and spend time growing the company, meeting with clients, working with new technology, and determining what the future holds.





**Spotlight:**



## Camden Yards Steel

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

Camden Yards Steel is a family owned and operated full line carbon flat rolled steel service center and distribution company. We have deep roots in the greater Delaware Valley area. Founded in 2001 by two Philadelphia natives, Michael Amato Sr, and Alan Kanoff, CYS operates out of its headquarters in the old New York Shipbuilding facility in the South Jersey Port. From our headquarters and our southern plant in West Columbia, SC we sell steel coil, sheet, slit coil, and steel blanks to thousands of full truckload steel buying customers (manufacturers, OEMs, distributors, etc) up and down the eastern United States in multiple business verticals. As one of the largest private, American owned flat rolled steel service centers east of the Mississippi, we process over 200,000+ tons of flat rolled steel a year. One of our specialties is supplying the HVAC industry including products such as galvanized coils, slit coils, sheets, and plate. We buy mill direct from all major domestic mills and process all material in house on our own equipment.

**What is your company's latest resource now available or available soon?**

Camden Yards Steel is deeply committed to innovation and improving our existing processing capabilities. We invest in the best steel equipment and inventory in the market. Some of these include our heavy gauge plate stretcher level line, a brand new multi blank light gauge leveling line, a full loop style slitting line, multiple 40+ and 60+ ton cranes, and over 100,000 sq ft of climate controlled space for coated and specialty steel products to name a few. Recently we invested heavily into new software applications, local employee training and onboarding, and a retrofit and rebuild of our light gauge line in our West Columbia, SC plant which will now allow us to offer beaded metal sheets and blanks with exacting tolerances.

**Is your company involved in supplying goods for an interesting project?**

CYS works with multiple SMCA members including full truckload steel purchasing distributors and mechanical shops. In one form or another, CYS galvanized, galvanneal and CR steel is part of multiple SMCA projects in the area.

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

Eric Engels – Coated Metals Division Sales Manager – eengels@camdenyardssteel.com, Cell – 781-548-9315, Office – 856-342-7100, ext 112

### Camden Yards Steel

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