



Magazine

SMCA Annual Meeting

June 6, 2024

American Helicopter Museum



www.smca.org

Spring 2024 Volume 5 Issue 2

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SMCA MEMBER FIRMS

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Hays Sheet Metal, Inc. , 856-662-7722, Pennsauken, NJ	Tab Systems, Inc. , 856-809-0395, West Berlin, NJ
Hunter Mechanical, Inc. , 610-344-9777, West Chester, PA	Thomas Company, Inc. , 856-432-6373, Brooklawn, NJ
Lor-Mar Mechanical Services, Inc. , 856-662-5151, Pennsauken, NJ	Total Comfort Solutions , 215-671-8375, Philadelphia, PA
Luthe Sheet Metal, Inc. , 856-910-7000, Cherry Hill, NJ	W. F. Smith, Inc. , 215-624-1313, Philadelphia, PA
Marcline Sheet Metal , 215-486-7757, Levittown, PA	Wm. J. Donovan Co., Inc. , 215-225-3677, Philadelphia, PA

SMCA STAFF

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<u>Safety Professional/Program Director</u>	Gregory Wharton - gwharton@smca.org
<u>Membership Services/Events Director</u>	Trish Casey - tcasey@smca.org
<u>Bookkeeper/Office Manager</u>	Russell Smith - rsmith@smca.org
<u>Executive Administrative Assistant</u>	Rebecca Pearson - rpearson@smca.org



From the Exec's Desk

Fortunately for those of us who aren't fans of snow, Punxsutawney Phil did *not* see his shadow this year and called for an early spring. I'm looking forward to our spring events – the Sporting Clays outing in May is a highlight of SMCA's year, and our Annual Business Meeting in June will see new association leaders assume their roles. Many thanks to the SMCA staff and committees who work so hard to put these events on for our members and lay the groundwork for nominations and elections.

Spring is "road trip" season for SMCA's leaders, as members of the Executive Committee, the Joint Apprenticeship and Training Committee, and Legislative Committee travel to important meetings throughout the country to address industry issues and share best practices with peers and colleagues. SMCA will also join the Construction Employers of America in Washington to advocate on behalf of our Member Firms with federal legislators. These are important annual events that help shape the sheet metal industry, whether it be obtaining grants for the Training Center to purchase new equipment, improving business practices, or encouraging Congress to pass legislation that favors clean energy, responsible employers, and building the nation's infrastructure.

It's also an exciting time for construction in the Philadelphia area, with new sports arena and supporting projects being proposed by the 76ers, the Phillies, and Comcast. With new mayor Cherrelle Parker in office, the city is poised for growth in its office, residential, and retail sectors with an anticipated "return to Center City" initiative that would bring back many Philadelphia workers who have been operating remotely after the COVID era. And with strong support at the federal and state levels for registered apprenticeships, infrastructure projects, and prevailing wage work, it looks to be a busy spring season for SMCA's members and their Local 19 workforce.

I want to wish everyone a happy spring 2024. Enjoy the beautiful weather and let's go Phils!

Respectfully,

Peter H. Jenkins

President's Column



On behalf of SMCA, I would like to congratulate Bryan Bush on his rise to President and Business Manager of Sheet Metal

Workers Local 19. Collaboration between SMCA and our labor partners is crucial to bettering our industry, and we all look forward to working with Bryan and his team. Congratulations also to Bryan's predecessor Gary Masino, as we all wish him well in retirement and thank him for his years of service on behalf of the members of Local 19.

My term as SMCA President concludes on June 30, and I would like to thank the SMCA Board of Directors, staff, and membership for their support over the past 2 years. Together we have overcome the challenges of rebounding from the COVID-19 pandemic in our respective companies and in the association, finding ourselves stronger for it. We have welcomed new leaders to SMCA as Directors, Trustees, and Committee members. We are also well-positioned to grow in the coming years by expanding our educational offerings to members, increasing our participation on SMACNA committees and task forces, and engaging with legislators at the local, state, and national levels. I am extremely proud of our accomplishments during the past two years and am equally excited about what we will accomplish in the years to come. I will continue to serve on SMCA's Board of Directors as Immediate Past President beginning in July and look forward to working with our new President and my fellow Board members. Thank you again, and I wish all the best for SMCA's Officers and Directors this year.

Respectfully,

Matthew Sano

Do Your Job Safety Analysis

Over the past couple of months there have been injuries on job sites. The unfortunate injuries that have happened bring to light the importance of conducting a job safety analysis (JSA). Taking the time to identify the job task at hand, potential hazards, assessing risks, and deciding what preventative measures need to be taken to keep employees safe are all important to complete a successful JSA. It's good not just to conduct an analysis in the morning before the job begins, but after the early morning and lunch break where the



possibility of new safety hazards may be present. JSA's now can be completed with the use of a General Foreman's tablet or smart phone where photos of the hazards can be stored along with a brief written response on how the hazards will be eliminated.

I have visited job sites and conversed with enough safety colleagues to know how quickly the safety environment of a job site can change. But when those changes occur, all employees are responsible for recognizing the hazards and discussing them with the General Foreman to assess what actions need to be taken to eliminate the hazards. To prevent similar injuries that have occurred over the past couple months, firms will have to be consistent in completing their JSA's going forward. Not completing them could potentially result in a serious injury or fatality (SIF) of an employee or employees.

Greg Wharton, Safety & Education Director
(610) 828-4055 gwharton@smca.org



SMCA Convenes with SMACNA Chapter Presidents and Executives at 2024 Association Leadership Conference

SMCA's senior leadership joined SMACNA and other chapter officers and executives for the 2024 Association Leadership meeting. This is a highly interactive conference where local association leaders from around the country collaborate on issues like increasing member participation, engaging the industry's next generation, and developing organizational culture.

Attendees engaged in Q&A sessions with SMACNA President Carol Duncan and CEO Aaron Hilger, sharing their thoughts on the Industry's direction in 2024 and beyond. Renowned speakers Clark Ellis (Continuum Advisory Group) and Keith and Rebecca Scott (TALLsmall) led sessions on building a winning leadership team and how to take advantage of organization opportunities.

Lessons learned at this important meeting will assist SMCA's Board of Directors guide our association throughout the rest of this year and into 2025, as it continues to shape, implement, and execute SMCA's Strategic Plan.

SMCA “Plays Ball” with Friends in D.C.

SMCA’s Legislative Committee joined members of SMACNA’s Congressional Insiders Club in Clearwater, Florida for Rep. Brendan Boyle’s 2024 Phillies Spring Training retreat. In what has become an annual highlight, attendees enjoyed exploring BayCare Ballpark and watching the Phillies compete against Minnesota Twins in Grapefruit League action. Rep. Boyle serves Pennsylvania’s 2nd Congressional District and is a longtime friend of SMCA. In what is likely to be a hotly contested, exciting 2024 election cycle, SMCA and SMACNA proudly support Brendan and thank him for his efforts in Washington.



Rep. Brendan Boyle



SMCA, Local 19 Look to the Future at Partners in Progress

Leaders from SMCA and Local 19 joined SMACNA chapters and SMART local unions from around the country for the 2024 Partners in Progress conference. Held bi-annually, this conference offers a collaborative environment where labor and management can strengthen relationships and develop strategies for growing the sheet metal industry.

The focus of this year’s Partners in Progress was organizational culture. From attracting new people to the industry to defining institutional values, attendees shared ideas about how the industry can be more welcoming to today’s workforce and take advantage of the growth opportunities in today’s construction market. Effective communication is critical to these efforts, and this year’s conference featured keynote speakers and breakout sessions with insights into how leaders can better get their message across to their teams, their industry counterparts, and other key stakeholders.

This year also featured the inaugural JATC Trustees Conference, a new addition to Partners in Progress week. Designed exclusively for JATC Trustees, the session provided attendees with a platform to share local experiences, discuss topics like obtaining grants and competency-based training, and discover new ways to advance local apprenticeship programs.

There is an unprecedented opportunity to grow the sheet metal industry in the next few years, with a renewed focus on critical infrastructure and the building trades throughout America. The industry is also seeing generational change, as the “Baby Boomer” generation prepares for retirement and “Gen Z” prepares to take a

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Schedule of Events

**SMCA Sporting
Clay Outing
May 17, 2024**
Lehigh Valley
Sporting Clays



**SMCA Annual Meeting &
Election of Officers and
Directors
June 6, 2024**
American Helicopter Museum
West Chester, PA



**SMCA Educational Seminar
“Understanding The
Business of Construction”
May 22, 2024**
SMCA Offices
Warminster, PA



Luthe Sheet Metal, Inc. Adding To Philadelphia Skyline

Philadelphia has made space for another massive tower to add to the skyline on 204 South 12th Street in the Washington Square section of Center City. The new 32-story mixed-use residential tower, with 378-units, will be a premier location for residents to soon call home and for patrons to shop. A rooftop deck, 3-level below grade parking garage with 96 spaces, and a two-story retail space are the amenities that will be utilized. Only a select few of contractors can say a building they worked on is part of the Philadelphia skyline. Well, SMCA's President Elect, Gary Luthe Sr. can add his name and company, Luthe Sheet Metal, Inc. to the list as they were awarded to complete the fabrication and installation of ductwork for the project.



The Cherry Hill, New Jersey based firm started installing ductwork at the 366-foot structure last June. Since opening their doors in 1993, this will notably be the largest project the firm will complete. Luthe Sheet Metal, Inc. will use approximately 160,000 pounds of ductwork. 37- year veteran and General Foreman, Joe Bobiak, stated that this is one of the largest, if not the largest projects that he has been on. I have had the opportunity to speak with Joe during another construction site visit for the firm and you can instantly tell from navigating throughout the job site that Joe is well respected by other tradesmen. Having a well-respected Lead Foreman like Joe is helpful for the General Contractor, Hunter Roberts and mechanical contractor, DWD mechanical, in order for everyone to stay on schedule for the building to open on time this year. Upon completion of tower apartments, Gary Luthe Sr. hopes to keep these employees together for a few other projects the firm has on the 2024 calendar.



Luthe employees on site(L-R); Mark Umberger, Jim McMaster, Ross Gangloff, Brent Long, Joshua Hughes, General Foreman Joe Bobiak, Dave Harris, Mike Sullivan, Matt Cahill. Not pictured – John Bryszewski, Brian Bennett, Josh Taylor.

“Understanding the Business of Construction” Seminar

Wednesday, May 22, 2024 7:30 am Breakfast, 8:00 am – 2:30 pm Presentation

Andy Patron from Aboveboard Consulting LLC, will be conducting our next seminar – “Understanding The Business of Construction.” Andy has made a history of committing to making firms more profitable and providing the necessary tools to be successful in our industry. This seminar will do just that for employees who are Operations Leaders, General Superintendents, Project Managers, and anyone in the firm whose role focuses on growth opportunities.

Andy will discuss how to improve your collections process by aggressively billing your projects; how to effectively drive project closeouts to ensure timely release of cash; and how maintaining an appropriate balance between capturing all changes plays a significant role in sustaining a positive relationship with clients. These are just a few of the many topics Andy will address to participants before they test their knowledge in a Cash Flow Simulation and House of Cards exercise. Please register on the SMCA website, www.smca.org.

Philadelphia Area Municipalities See Value of Responsible Contractor Ordinances

Responsible Contractor Ordinances (RCOs) set standards for employee compensation and safe, effective construction practices for construction work. When adopted, these standards create a level playing field for contractors that offer their employees health and retirement benefits, pay their taxes and maintain insurance, and are involved with their community. RCOs also benefit workers, as they offer protection from employee misclassification and encourage proper training. RCO's offer an alternative to "low bid wins" policies that often prevent municipalities from hiring the best performing contractors.

Public construction projects are often costly endeavors. Increasingly, local government officials are seeing the value in ensuring that their projects are awarded to reputable, responsible companies with the qualifications, resources, and workforce needed to successfully complete the work on time and on budget. Local school districts, townships, and agencies are seeing the value of implementing RCOs in their pre-bid and bidding processes. SMCA's Member Firms and their Local 19 workforce are well-positioned to meet RCO requirements and offer participating municipalities the safest, most efficient solutions to their construction needs.

Local 19 Members Celebrate Milestone Anniversaries

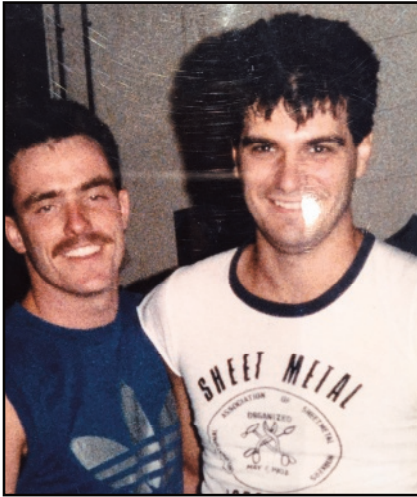
SMCA congratulates the members of Sheet Metal Workers Local Union 19 celebrating their 25th and 50th years in the industry this spring. Their hard work has helped shape the Philadelphia area and its communities. We thank them for their dedication and years of service.

25-Year Members

Timothy Averill	Angel Garcia	Robert Martin	Howard VanBuren	Milford Dehner	Herbert Myers
John Bertles	Mark Georgette, Jr.	Gregory Martyn	Daniel Venini	Michael Deninno	Nicholas Naticchia
Thomas Bolton	David Ginyard	Joseph McCullin, Jr.	Robert James Wagner	James DeRosa	Terrence Noonan
Rick Brandt	David Goodman	Robert McFadden	James Walsh	Michael DiMario	Anthony Oliver
Sydney Breidenbach, Jr.	Barry Grundy	James McHale	William Weidenheimer	Michael Eliason	William Pfeiffer
James Breslin	Sean Harkins	Michael Mihalek	Robert Welenc	Stephen Ellis	Martin Phelan
Gregory Bright	Luis Hernandez	Franklin Milnes, Jr.	Russell Williams, Sr.	Norman Esser	Walter Pleier
Justin Brossman	Michael Hersh	Kirk Montgomery	Robert Wood	Gary Flickinger	Steven Puskas
Earle Brown	Frederick Hess	Maurice Moore	Andrew Yeung	Melvin Frye	Gary Rauhauser
Andrew Caldarelli	Shane Hollinger	Anthony Morrow	Gerald Zimmerman, Jr.	Allen Glass	Stephen Regan
Edward Carrelli	Edward Huber, Jr.	Russell Mourey	George Zimmitt	James Hahn	Antony Roden-Reynolds
Anthony Carrozza	Michael Hudak	Randal Neiser		Margus Harris	David Rowe
Daniel Charlton	Brian Ingham	Raymond Perrey, Jr.	<u>50-Year Members</u>	Thomas Higgins	Steven Scheinfeld
Brian Cumiskey	William Jones, Jr.	Keith Porter	William Aderski	Rod Hinkle	Luther Shrader
Shawn Daniels	Brian Jones	Robert Prante	John Albanese	Francis Hougentogler	Dennis Soliday
Robert Davies	Edward Jones	Frank Preston	John Angelucci	Andrew Lapihuska	Robert Spitz
Eric Defeo	James Kantner	Feliks Rapoport	Howard Bailey	Frederick Leiby	John Stely
Richard Delbono, Jr.	Blase Kibel	Joseph Rogers	Dean Bieber	Donald Marchionese	William Stupak
Scott Dietz	Christopher Kinkade	Michael Rossi	Thomas Buesgen	James Markowski	William Tustin
Bernard Dubois	Richard Kline	Jeffrey Royle	Jerome Bushong, Sr.	Edward Mick	Raymond Vona
Jeremy Ferree	Robert Klingenberg, Jr.	William Sacca	Robert Curran	Frederick Mick	Curtis Weller
John Fiori	Harry Leibrecht, III	Richard Staino, Jr.	Timothy Curran	Robert Minarik	Matthew Williams
Michael Ford	Stephen Loch	Michael Stevens, Jr.	Michael D'Amico	Robert Moran	Dennis Zanders
	Guillermo Lopez	Jamie Vanacker, Jr.		Robert Morgan	

Prime Sheet Metal Celebrates 30 Years in Business

Prime Sheet Metal hit a milestone this spring as the SMCA Member Firm turned 30! Prime was founded in a garage in Fox Chase by owner Dominic Bonitatis III, a third-generation sheet metal worker and Local 19 member. Opening on April 1, 1994, the company got its start working on mall stores and supermarkets. Through hard work and dedication, Prime has grown into performing work in large office buildings, hospitals, and high rises throughout the Philadelphia area.

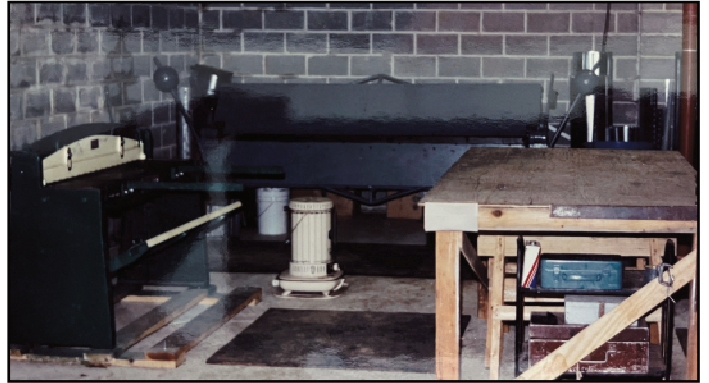


John Wilson, Prime's first employee.

Loyalty has been crucial to the company's success over the years. Prime's very first employee, John Wilson, has spent his entire career with the company and is looking forward to retirement in December. John and fellow "lifers" Bill Wilson, Tony Prospero, and

Kai Sorensen have been instrumental in Prime's success over the years. And the next generation of company leadership is taking a prominent role, with Sean Lally and Dominic Bonitatis IV coordinating and estimating projects.

Having a great team in place has allowed Dominic III to take on a more prominent role with SMCA, SMACNA, and the sheet metal industry as a whole. Having served as SMCA's President



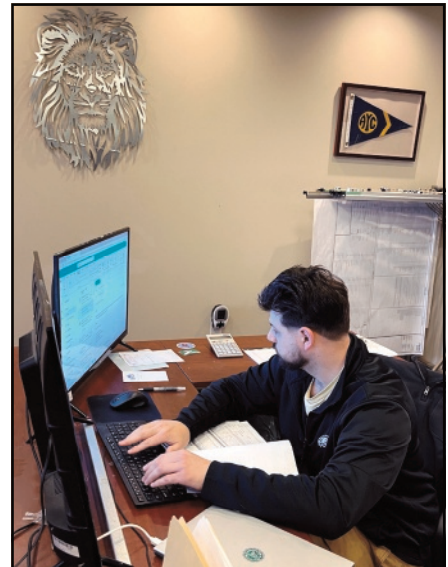
Prime's first shop in Fox Chase in Philadelphia.

from 2020-2022, Dominic continues to sit on the association's Board of Directors. He is also a strong voice for the industry in Washington and Harrisburg as a member of both SMCA's and SMACNA's Legislative Committees.



Dominic Bonitatis, Jr. helping his son.

SMCA congratulates Prime Sheet Metal on 30 years in the industry, and we are excited to see what Dominic and his team accomplish in the next 30!



Dominic Bonitatis, IV the next generation.



PRIME SHEET METAL, INC.

Scoreboard Watching: Will the Sixers New Arena Happen?

In July 2022, the Philadelphia 76ers proposed the construction of a new arena in Center City. The franchise has released digital renderings, held meetings with the community, lobbied city government, and conducted “impact studies” in support of the project. Despite all this, stiff resistance from Philadelphia’s Chinatown neighborhood has continued to call the viability of the project into question. So with the two-year anniversary of the 76 Place proposal fast approaching, what are the chances of Philadelphia getting a new basketball arena on Market Street?

One player to watch is Philadelphia’s new mayor, Cherrelle Parker. Her predecessor, Jim Kenney, used the Mayor’s Office to commission a community and economic impact report but delayed the release of those reports as his term was coming to an end. Parker’s office has yet to provide an updated timeline. And while Chinatown’s residents and businesses have staunchly opposed the arena, Parker has suggested support for it, saying that “The community [citywide] matters there. You can’t have a project with that potential as it relates to an economic impact and not hear the voices from people in our city, across our city.”



Another is Councilman Mark Squilla, who has represented the district encompassing Chinatown for the past 12 years. He essentially holds veto power over the project under Philadelphia’s “councilmanic prerogative”, which gives council members final say on land use in their districts. Squilla has thus far walked a tight rope on the issue, stating that “This project has been a real, real tough road for me – like everybody else, we [are] getting lobbied from both sides on this issue.”

The Philadelphia Building and Construction Trades Council, composed of 50 unions representing thousands of workers, openly supports the 76ers proposal. In an article penned by business manager Ryan Boyer last year, he noted that “The 76 Place arena project will stimulate the local and regional economy and provide benefits that will be felt in every corner of our city.”

Adding a new wrinkle is a recent announcement from Comcast Spectacor of multibillion dollar renovation of its Xfinity Live! complex in South Philadelphia. The proposed multi-use facility would include entertainment, a concert venue, hotel and retail space, and perhaps housing. Because Comcast already has development rights for at least one phase of the project, it could wind up delaying or blocking 76 Place at least temporarily due to competition for financial and logistical resources.

While we haven’t even reached the opening tipoff on 76 Place, it looks to be a fascinating pregame show in 2024.

Partners in Progress

[Continued from Page 3](#)

more prominent role in the American workplace. With these opportunities comes a greater need than ever in the industry to communicate effectively, whether that be labor and management getting creative to increase market share or a veteran journey-person helping a new apprentice find their way around a jobsite. The 2024 Partners In Progress conference provided the leaders of SMCA and Local 19 with the tools they need to take advantage of these opportunities and better the industry, and we look forward to carrying this momentum into 2024 and beyond.

Philadelphia Skyline

Continued from Page 4



Garage units that will exhaust all car fumes out of the building.



Outside riser on 32nd floor.



(L-R) Brent Long, Dave Harris, and Mike Sullivan are preparing units outside air 2 and exhaust air 13 on the 31st floor.



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





Prime Sheet Metal's current shop in Warminster, Bucks County, PA.



Dominic Bonitatis, III current President/
Owner of Prime Sheet Metal, Inc.

