



Magazine

*Don't Miss The
SMCA Engineers' Night
Dinner Meeting
October 13th*



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** SMACNA Annual Conference Recap
* "The Bullet Foreman"*

Fall 2022 Volume 3 Issue 4

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From the Exec's Desk

Greetings,

I hope you all enjoyed a happy, healthy summer. With vacation season behind us and our children back to school, its time to roll up our sleeves for what looks to be a busy fall. SMACNA's Annual Convention was earlier than usual this year, kicking off the fall season with a bang. SMCA contractors continue to stand out nationally, as our chapter again won SMACNA's Safety Excellence Award. I'm proud of our contractors and their workforce for this ongoing commitment to safety on the job. I'm also especially proud to congratulate SMCA President Matt Sano on his election to the SMACNA Board of Directors. Matt was nominated over the summer, and officially took his place on the Board during SMACNA's Annual Business Meeting at the Convention. Good luck Mr. President!

Locally, this fall promises to be a particularly busy season for us. First up is SMCA's Golf Outing, being held at Bluestone Country Club. This is a great time of year for golf in the Philadelphia area with the weather cooling off and the leaves changing, so please make sure to register soon if you haven't already. Our 2022 Engineers Night is also fast approaching - I'm looking forward to hearing what our expert panel thinks about SMACNA's latest System Leakage Test Standard, not to mention the latest and greatest offerings from our Supplier Liaison Council. And SMCA leadership will begin a new Strategic Planning session this month to lay out the roadmap for our association and its goals for the next few years.

SMCA contractors are also looking forward to a busy fall season. Federal legislation passed in recent months has a strong focus on union construction and I expect the influx of federal funds to generate substantial work opportunities in the area. Indoor air quality and fire life safety are of greater importance to customers than ever, and SMCA's contractors are the experts in providing those services. I look forward to seeing them excel in these areas as they serve their customers and community this fall.

Peter H. Jenkins

Executive Director

President Column

Good day,
I hope the summer was profitable for all. As we look ahead one of the emerging markets is Ventilation Verification. This is the process of determining the data needed to compose reports on Building system performance. SMART has developed a certification and education unit to provide contractor the ability to pursue the work. The governments both state and federal have created programs to aid in funding for the process. The ultimate goal is to improve mechanical ventilation to provide the best practice for occupant health and safety. The program allows for technicians who are not required to be certified balancing technicians. The government programs require some level of certification to prove the testing has credibility. This is needed to release the funds and provide oversight.



The challenging times we live in can create anxiety. We hope all can seek support for them selves and their connected circle of employee's, family and friends. Let's take care of all we can influence. SMOHIT has programs directed at these needs.

*Respectfully,
Matthew Sano*



Have a story idea
or a project you are
proud of, email
it to info@smca.org.

Accountability Equates to No Recordable Injuries

For the third consecutive year, almost fifteen SMCA firms were able to fill-in zero under the number of recordable cases that they had last year. Some of the firms on the list have made it in consecutive years. One of the major factors why firms have been successful in being injury free is due to the accountability that they place on their employees.

In every position in our industry there is a level of accountability that each person in that position holds themselves too. Our firms have gone above and beyond to make sure their employees hold themselves accountable while working safely



on job sites. Whether the employee completes a welding project on site and their coworker stays behind for a fire watch or an employee anchors off in a scissor after they exited a confined space area because that particular process was cleared by the onsite Safety Coordinator. These employees took accountability to ensure not just their personal safety, but the safety of other trades and the integrity of the construction site.

Accountability is paramount when it comes to safety in our industry. This is the mentality that SMCA firms continue to have from the President, Lead Foreman, and the Project Manager. A Safety Professional once said, “safety isn’t about short-term wins; it’s about doing the right thing because it’s the right thing to do.” It is obvious to me as I travel to provide safety trainings or simply visiting a job site to discuss safety, that firms are all about doing the right thing because it’s the right thing to do; and that starts with accountability.

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

SMCA Sponsors Foreperson Training Program

In today’s world, SMCA contractors are frequently asked to get more done in less time to meet their customers’ needs. This puts pressure not only on the contractor, but the Forepersons heading up projects and shop work. December 8th, SMCA is hosting renowned industry speaker Kevin Dougherty and sponsoring “The Bullet Foreman”.

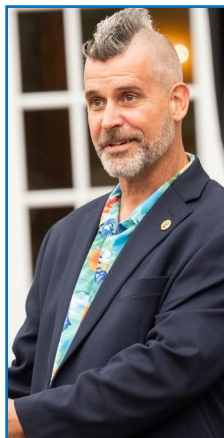
This full day program helps company leaders develop the personal and organization skills they need to enhance the productivity of SMCA’s Member Firms. “The Bullet Foreman” demonstrates the need to clearly understand leadership priorities and how to implement them. It also provides supervisors with insight into personal and organization productivity.

Kevin is one of SMCA’s most popular guest speakers. He provides engaging and thoughtful presentations on the reality of managing people and being a leader. He has been speaking to the construction industry for 20 years and represents a changing industry – aggressive, realistic, and open-minded. His experience lets him relate to today’s construction leaders and provide tangible solutions in an easy-to-understand style. Go to <https://www.smca.org/events/> to register.



Armstrong Joins SMACNA Council of Chapter Representatives

SMCA congratulates Glen Armstrong (Restaurant Ventilation Design) on his appointment to the SMACNA Council of Chapter Representatives. Glen will represent SMCA's membership at the Council's two-yearly meetings, where he will advise the Council of chapter activities and programs and inform SMACNA's Board of Directors about SMCA Member Firms' needs and concerns. As a member of the Council, Glen will also help SMCA implement SMACNA policies and programs at the chapter level. We are confident that Glen will do a terrific job representing SMCA. Good luck!



Schedule of Events



SMCA Holiday Reception

December 2, 2022
Pen Ryn Estate



"The Bullet Foreman – A Time Management Program"

December 8, 2022
SMCA Classroom



SMCA Safety Dinner & Awards

January 31, 2023
Parx Casino Beer Garden
Bensalem, PA



Northeast States Sheet Metal Spring Meeting

April 20-22, 2023
Hammock Beach Golf Resort & Spa
Palm Coast, Florida



Register on the SMCA Website
<https://www.smca.org/events/>

Celebrating 75 Years in Business SMCA Congratulates Ernest D. Menold Inc.

SMCA member firm Ernest D. Menold, Inc. is celebrating its 75th anniversary this fall. Its founder and namesake, Ernest D. Menold (himself a skilled sheet metal worker), opened the business in 1947 as a small fabricating facility. With its beginnings serving industrial and pharmaceutical companies in the Philadelphia area, the company expanded to custom fabrication during the 1960s.

Always at the cutting edge of sheet metal technology, Ernest D. Menold Inc. uses computer-aided manufacturing methods, laser technology, and more to provide custom design, fabrication, and installation services to its customers.

A family business throughout its history, Ernest D. Menold Inc. has been a key contributor to SMCA and the sheet metal industry for decades. Ernest R. Menold was a 2-time President of SMCA in the 1980s and 1990s, in addition to serving as SMACNA's president from 1991 to 1992. His son, and current company President Ernest J., is also a former president of SMCA and currently serves on the SMCA Board of Directors. And a fourth generation has become involved in the company and the association, as Ernest P. Menold serves as a company Vice President and sits on the SMCA Industry Fund Board of Trustees.

Congratulations to Ernest D. Menold Inc. on an incredible 75 years of service to the Philadelphia area. We can't wait to see what you do in the next 75!



SMACNA Annual Convention Recap

SMCA joined SMACNA chapters from around the country for the 2022 Annual Convention at the Broadmoor in Colorado Springs in September. The Convention is a yearly highlight for the industry as it brings contractors, chapter executives, and suppliers together with opportunities to discuss business, learn new skills and gain knowledge about current and upcoming trends. It also offers plenty of time for socializing, whether at the College of Fellows Golf Outing, several receptions throughout the week, and the always-popular Closing Show.

SMACNA CEO Aaron Hilger provided insights into the association’s goals for the future, highlighting the importance of improved communication with chapters, workforce development, and providing contractors with readily accessible business and technical resources.

Tony Kocurek, owner of Energy Balance and Integration in New Mexico, officially took on the role of President for the 2022-23 term during the Annual Business Meeting. Tony is well-respected in the industry for his creative thinking and devotion to family. His work ethic and “get it right” attitude will help him through what is sure to be a challenging but inspired year of growth for the association and the industry.

The 2022 SMACNA Product Show featured dozens of the industry’s most prominent suppliers, manufacturers, and service providers showcasing new products, services, and innovations that impact Members’ businesses. SMACNA’s Premier Partners and Associate Members offered first-hand information at several New Technology sessions.

Convention attendees took advantage of a variety of business development programs, ranging from communication and team-building strategies to navigating ownership transitions. They were also treated to the comedy stylings of Keynote Speaker Frank Caliendo, best known for his impressions of NFL stars. This year’s Closing Show featured Big Shot, regarded as the best Billy Joel tribute band around with each member also performing in Billy Joel’s band itself.



SMACNA Announces Contractor, Chapter Executive of the Year

At its 78th Annual Convention in Colorado Springs, SMACNA announced the recipients of its Contractor of the Year and Chapter Executive of the Year awards.

Jack Knox, president of the R.F. Knox Company, was named the 2022 Contractor of the



Jack Knox, Contractor of the Year.

Year. Knox is a fourth-generation owner of a family business with more than 100 years of sheet metal experience. He has served in key positions with SMACNA, including a term as President in 2017-18, the Budget & Finance Committee, Technical Resources Committee, and Investment Committee. Knox has also been active in both state and federal legislative efforts and is a key member of his local SMACNA chapter.

In a well-deserved hometown win, Nathan Cooper was named Chapter Executive of the Year. Cooper, the Executive Director of SMACNA Colorado since 2018, is instrumental in supporting workforce development and infrastructure efforts in the Colorado area. Cooper also serves on SMACNA's Legislative and PAC Committees and on his local Chamber of Commerce Board of Directors.

SMCA congratulates Jack and Nathan for their great accomplishments and looks forward to seeing what they do in the future!



Angie Simon presenting Chapter Executive of the Year Award to Nathan Cooper.

SMCA Gathers With PA, NJ SMACNA Chapters at Convention

A popular and time-honored tradition at SMACNA's Annual Convention is Chapter Night, where contractors and their guests take a break from meetings and educational programs to share dinner, drinks, and conversation with their local delegation. This year in Colorado Springs, SMCA's group joined its fellow SMACNA of Pennsylvania chapters and the Sheet Metal Contractors Association of Northern New Jersey at the Olympic & Paralympic Museum. The group explored the facility, getting the history of Olympic medals and the Olympic torches, experiencing an immersive Parade of Nations exhibit, and learning about the training athletes require to achieve Olympian standards.



Following the tour, our chapters dined in the Mary K Chapman Room, with views of Pikes Peak out the window and the "Miracle on Ice" scoreboard on the wall behind them. The evening was a welcome respite from the busy convention schedule and guests had a great time. SMCA is looking forward to next year's Convention (and Chapter Night) in Phoenix, Arizona!

Legislative Update



Mid-Term Elections Preview

America heads to the polls on November 8, 2022. During this midterm election year, all 435 seats in the United States House of Representatives and 35 of the 100 seats in the U.S. Senate are being contested. Among the most keenly watched races nationally is Pennsylvania's open Senate seat, as Republican Pat Toomey is retiring at the close of his term. John Fetterman (D) and Mehmet Oz (R) are the leading candidates having won their parties' nomination during a competitive primary season. Fetterman has served as Pennsylvania's Lieutenant Governor since 2018. Oz, a retired surgeon and host of The Dr. Oz Show, is making his first run for public office. Pennsylvanians will also elect 17 candidates to the House, after the most recent census resulted in the state losing one seat. Re-districting has altered the congressional map entering this election and Pennsylvania's previous congressional delegation was an even split between Republicans and Democrats, so look for tight races throughout.

At the state level, a new governor will be elected as Tom Wolf (D) is term limited and cannot seek re-election. State Senator Doug Mastriano (R) and Attorney General Josh Shapiro (D) comfortably secured their parties' nominations earlier this year. In addition, Pennsylvania's House of Representatives and Senate are among the 88 state legislative chambers holding elections this year in the U.S.

Both chambers of the Delaware state legislature are on the ballot this year, along with the state's lone seat in the U.S. House of Representatives.

New Jersey's state offices and U.S. Senate seats are not on the ballot in this election, but the results of the 2020 redistricting cycle have made several seats in the U.S. House of Representatives appear more competitive than in previous elections.

Analysts have struggled to forecast this election given America's hostile political climate, low popularity ratings for President Joe Biden, and ongoing domestic and international issues. Histori-

cally, the party of the sitting President has struggled during mid-term elections suggesting that Republicans will do well. It is considered likely that the GOP will gain a majority in the U.S. House of Representatives, but the evenly split Senate is considered a toss-up.

Federal PLA Draft Rule Open for Comment

In August, the federal government released a proposed rule requiring project labor agreements (PLAs) on large federal construction projects. The proposed rule, published in the Federal Register on August 19, would modify the U.S. Federal Acquisition Regulation (FAR) for projects valued at \$35m or more. If implemented, it would give contracting officers at federal agencies some flexibility to opt out of adopting PLAs through a variety of exceptions. Stan Kolbe, SMACNA's Executive Director of Government and Political Affairs recently weighed in with Engineering News-Record on the value of PLAs and union construction: "I would say it's like professional baseball. You want to have the best team on field... and performance really is the bottom line in construction. Union workers typically have gone through rigorous training through a registered apprenticeship program at great expense to their employers. It's like the gold standard."

Chips and Science Act Signed into Law with SMACNA-Supported Amendments

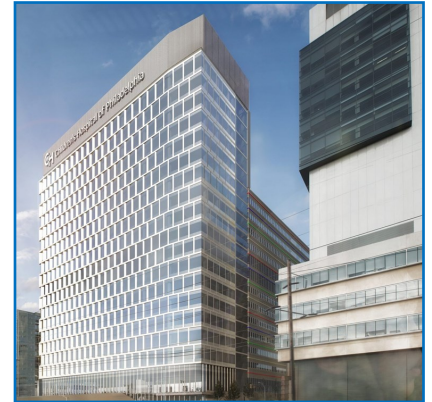
In August, the CHIPS and Science Act was signed into law, garnering bipartisan support in both chambers of Congress. The bill seeks to reduce American reliance on foreign-sourced components through tax incentives for domestic chip plant construction. Strongly supported by SMACNA and SMCA, an amendment was added mandating that contractors comply with Davis-Bacon prevailing wage rules and participate in registered apprenticeship programs if developers are to receive tax credits for the construction of microchip plants. Additionally, Buy American regulatory guidelines are included for material supplies. CHIPS+ is predicted to stimulate hundreds of billions of dollars in private construction under Davis-Bacon guidelines.



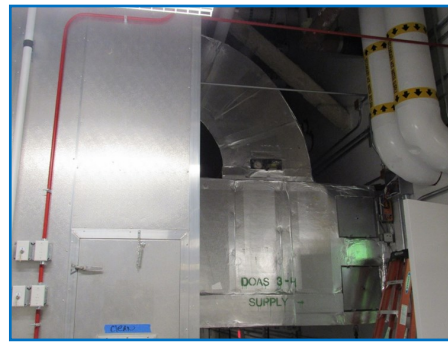
SSM Industries, Inc. Conquered 17-story Chop Building

Children’s Hospital of Philadelphia will be adding a 17-story, 375 feet tall Physician and Administrative Office Building (PAOB) to the nation’s top state of the are children’s hospital facility in the country. The PAOB will be at the corner of East Service Drive and Health Sciences Drive adjacent to Penn First. Once completed the 565,000 square foot building will include office space, fitness center, auditorium, and other amenities. As with all major construction projects in Philadelphia, one of SMCA’s larger firms played an intricate role in the massive duct work that was fabricated, designed, and installed on the job site. The sheet metal firm who was awarded this project roughly two years ago, is SSM Industries, Inc. from Paulsboro, New Jersey.

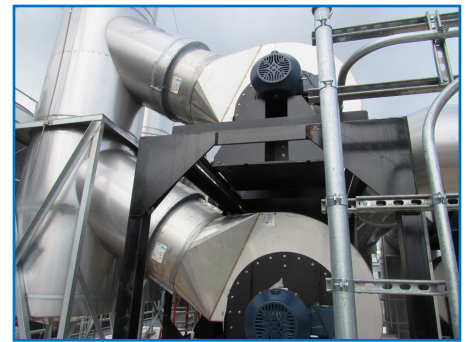
SSM Industries, Inc. has been ten toes down and has not looked backed since they began working on the project. The firm had up to 30 employees on the site to stay on schedule. These 30 employees are the reason the firm was able to fabricate and install 486,000 pounds of ductwork and 120,000 pounds of boiler flues. 35-year Veteran and Lead Foreman on the project, Pete Marshall, stated that this was probably the largest project that he has worked on. When you walk the project from the roof to the base-ment recognizing the various installs, you have a better understanding of how large of a project it is. After the completion of this project, the firm looks forward to being in- volved in future construction on the hospital’s campus in the next few years.



8th floor mechanical equipment muffer.



Direct outdoor air supply unit.



Boiler breaching.



Generator exhaust from that starts on 8th floor to roof.



Roof view of boilers that go all the way to the basement.



SMCA Leadership Begins Strategic Planning Process

As an association of leading sheet metal contractors, SMCA's longstanding mission is to provide services that enhance its members' businesses, markets, and profitability in all sectors of the industry. SMCA does this through labor relations, safety initiatives, public relations, and education programs.



This fall, SMCA's leadership will review and update our Strategic Plan to set goals and shape the mission of SMCA for the next 3-5 years. This process will involve analysis, crea-

tive thinking, and input from our key stakeholders. Once completed the Strategic Plan will serve as a roadmap for SMCA, setting our priorities and ensuring that our association continues working towards common goals for our members. We look forward to the planning process and sharing our results in a future issue of SMCA Magazine.

JATC Update

It was another busy summer for the Philadelphia Training Center, as over 20 men and women entered the Local 19 apprenticeship program in July. These individuals completed a rigorous testing and interview process, demonstrating themselves to be the top candidates from a long list of applicants. Coming from all walks of life, these committed men and women will spend the next few years learning the trade and preparing for a challenging, rewarding career in the union sheet metal industry.

The Training Center played host to the SMART Regional Apprentice Competition over the summer as well, where Philadelphia's apprentices showed their skills as individuals and as a team.

1st place in the 4th year classification went to John Lawryish.

1st place in the 3rd year classification went to James Primode.

And Philadelphia took 2nd place in the Group Competition.

Congratulations to all the talented apprentices who competed!

Education and training are always the primary goals of the Philadelphia Training Center. To that end, the staff has been hard at work expanding and improving the resources available to SMCA contractors and their union workforce. The Center continues its path towards offering college credits to apprentices, a lengthy process involving national accreditation and partnership with area colleges. Once completed, Philadelphia apprentices will be able to obtain a degree in Construction Management in addition to the rewards of entering a skilled trade. The Training Center will also soon offer certifications in tower crane operations and indoor air quality, enabling SMCA contractors and their employees to better serve the needs of their customers and community.

SMCA Hosts Area Engineers and Suppliers

Every fall, SMCA's Engineers Night brings the Philadelphia area's engineering community together with Member Firms and Vendors. This year's event will be held at the beautiful Manor House at Commonwealth in Horsham, PA on October 13th.

An all-star panel of engineers and contractors will take the stage to review and debate the newest revisions to SMACNA's System Air Leakage Test Standard. This standard addresses leakage testing of any portion of, and up to, the entire forced air system. The contractors will be represented by Matt Sano who is the SMCA President and President of Fisher Balancing Company. He will be joined by Technical Director of the National Environmental Balancing Bureau, Jeff Schools. The engineers will be represented by Principal/Sr. Director, Mechanical Engineering, John Volence, PE, CEM of Precis Engineering. John will be sitting alongside Mitchell Swann, PE, LEED AP who handles Capital Project Execution Risk and Construction Claims at Resolution Management Consultants. The panel will be moderated by SMACNA's Executive Director of Technical Services and Research Eli Howard. The discussion will focus on the impact of the new manual on current and future construction projects. Eli will also discuss why SMACNA developed the standard for the industry. This great panel would not have been formed without the efforts of SMCA's Education Committee members – Bob Atwell of Ernest D. Menold, Inc., and Matt Mitchell of Bonland Industries, Inc.

Engineers Night also provides engineers and contractors an opportunity to network with SMCA's Supplier Liaison Council. The Council is made up of suppliers, distributors, and vendors of materials, equipment, and services used by the construction industry including SMCA contractors. At Engineers Night members of the Council participate in SMCA's trade show, exhibiting their newest offerings, discussing industry trends, and letting engineers get hands-on experience with the products they use in design and specification.



Spotlight:



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

Elite Air Systems has been serving the entire Eastern PA, Southern NJ, and Northern DE regions for over 20 years. We represent some of the most respected names in the HVAC industry, including Loren Cook fans, Krueger GRDs, and Pottorff louvers & dampers. Our experience and reputation, working directly with contractors and engineers, is unmatched in the greater Philadelphia region. With decades of experience in the air movement and air distribution industries, our knowledgeable and courteous staff is eager to show you why we pride ourselves on being the “go-to” HVAC rep firm.

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

Elite Air Systems is pleased to announce the debut of Loren Cook’s online fan selection tool, Cook Select. Engineers and design build contractors can now quickly make fan selections over the internet, without having to download (and update) selection software. With a user friendly interface and powerful filtering features, Cook Select sets a new standard for online fan selection and is now readily available for use through your web browser. Additionally, Krueger has introduced the next generation of series fan-powered VAV boxes, the KFSS Select, with such features as ultra-quiet operation, multiple locations for control enclosure mounting (including remote-mount), and field reversible control handing. These innovations from Krueger make installation of this ultra-flexible product a breeze for contractors, especially when space is tight.

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

In addition to supplying our products on: Citizens Bank Park, Philadelphia Convention Center, Comcast Technology Center, Jefferson Specialty Care Pavilion, Federal Reserve Building and many others, Elite Air Systems, Inc. is the only HVAC Supplier that is stocking “all” union made products and some that are manufactured by Local 19 contractors. Our 25,000 sq.ft. warehouse is stocked with: Fans, GRDs, Spiral Pipe & Fittings, Roof Curbs, Equipment Rails, Access Doors, Gripple and many other products that can help you complete your projects on time and with quality “union made” products.

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

For further information on what we can do to help you solve your ventilation requirements, please contact Bill Ulmer @ bulmer@eliteairsys.com or Larry O’Donnell @ lodonnell@eliteairsys.com or contact us at 215-354-9070.

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