



Magazine

Don't Miss the
SMCA Sporting Clay Outing
May 19, 2023



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** New JATC Training Coordinator*

** Projects to Watch*

Spring 2023 Volume 4 Issue 2

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Hays Sheet Metal, Inc. , 856-662-7722, Pennsauken, NJ	Thomas Company, Inc. , 856-432-6373, Brooklawn, NJ
Hunter Mechanical, Inc. , 610-344-9777, West Chester, PA	Total Comfort Solutions , 215-671-8375, Philadelphia, PA
Independent Balancing Co., Inc. , 215-849-3131, Philadelphia, PA	W. F. Smith, Inc. , 215-624-1313, Philadelphia, PA
Lor-Mar Mechanical Services, Inc. , 856-662-5151, Pennsauken, NJ	Wm. J. Donovan Co., Inc. , 215-225-3677, Philadelphia, PA

SMCA STAFF

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From the Exec's Desk

Greetings,

Not that we find ourselves waiting for a thaw after this snowless winter, but I am always excited by the days lengthening and leaves returning to the trees. Along with the weather, the calendar heats up this spring with some important national and regional conferences including the SMACNA Association Leadership meeting and the Northeast States Sheet Metal Contractors Council. This spring also marks the return of the BUILD conference after a hiatus of several years during the pandemic. I always enjoy getting together with other SMACNA chapters and industry representatives to learn what is trending nationally and to exchange best practices.

Here at SMCA, some of the association's most important committee work is under way. The Budget and Finance Committee is planning for the new fiscal year to begin in July, with an eye towards developing new education programs for our Member Firms and their employees. The Nominating Committee is preparing its slate of Officers and Directors to present to our membership at the Annual Meeting in June. And the Membership Committee is working to increase both the number of Member Firms and engagement with our members. We thank all the committee members for their hard work on behalf of the association and the industry.

Happy Spring!

Executive Director



President's Column



We all look forward to spring and the renewal of growth around us. Hopefully construction is in full bloom as the first quarter of 2023 nears its end. "Mega-projects" are a hot topic in the construction industry this year, with computer chip factories, energy facilities, and high-speed rail lines being built around the country. Our area is expecting a similar boon thanks to increased investment in Philadelphia's life sciences community, multi-use projects like Schuylkill Yards, and the possibility of a new 76ers arena coming to Center City. With the famous Philadelphia Flower Show opening soon, it's safe to say that the seeds have been planted and watered and we're anxiously waiting for construction season to blossom.

With contractors expecting the market to grow in the next few years, I want to encourage SMCA's Member Firms and Industry Fund Contributors to be mindful of training the next generation of sheet metal workers through the apprenticeship program. Many areas of the country are struggling with workforce development and bringing young men and women into our industry. While we are fortunate to operate in the Philadelphia area where "blue collar" work is valued and respected, we are not immune to the challenges of time and culture. Retirements among the Local 19 workforce outpace recruitment these days, so signatory contractors are vital to apprenticing the industry for the future. Taking on apprentices helps contractors compete for work, as their lower wage rate reduces crew cost. SMCA and SMART Local 19 work diligently at the JATC to identify the best candidates for membership in the union, ensuring that apprentice have the skills and work ethic needed to help contractors finish work on time and on budget. The growth of our industry and individual companies depends on not only acquiring the best candidates but also developing those candidates into industry leaders.

Respectfully,

Matthew Sano



Administering Chest Compressions and Using an AED Increase Survival

SMCA firms are beginning to be proactive in making sure their field, shop and office employees become certified in First Aid, CPR, and AED. In some instances, this came to the forefront after the NFL player went into cardiac arrest on the field in late January. That event will be remembered for the quick response that the on and off field medical personnel showed that late Monday evening. I recall speaking with two different sheet metal owners, and I said to them, the way that the NFL emergency personnel staff responded in a quick matter is no different than their employees rendering aid to a coworker who went into cardiac arrest on a job site or in the shop. Sheet metal contractors who have received safety training at the union hall or by me, are very aware of the importance of knowing how to respond to a serious safety situation on a job site or in the shop; and those situations are no different than a first aid or cardiac arrest emergency.

The physical act of chest compressions and the use of an AED in a sufficient amount of time is the difference between an



employee being able to work more days as a sheet metal worker or the employee's family planning their home going service. As I normally like to say when I write these articles, I encourage more of our members to make time to schedule this training before or after the workday for their employees. Do not wait for a severe emergency like this to happen to wish you would have taken the time to get your employees trained on how to correctly administer CPR and use an AED.

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.

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

SMCA Meets with SMACNA Chapter Leaders

SMACNA Chapter Presidents and Executives gathered in Dallas for the 2023 Association Leadership Meeting.

President Matt Sano and Executive Director Pete Jenkins took part in the



highly interactive program, working collaboratively with peers from around the country to address chapter issues and share best practices. They received updates from SMACNA staff about products and services that SMCA can implement to further enhance its offerings to Member Firms. With developing the next generation of chapter leaders always a goal of the association, attendees shared ways to increase participation from members and younger contractors in their areas.

Schedule of Events

SMCA Sporting Clay Outing

May 19, 2023

Lehigh Valley Sporting Clays
Coplay, PA



SMCA Annual Meeting

June 1, 2023

Grounds for Sculpture
Hamilton, NJ



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



JATC Update

With longtime Training Coordinator Joseph Frick retiring this May, the Joint Apprenticeship Training Committee spent time this winter interviewing a number of well-qualified candidates to find the best person for the job. After a thorough process, the JATC selected Benjamin Marcinkiewicz for the position.

Ben began his career in 1988 as a Limited Apprentice, 3 years later entering the Local 19 apprenticeship. He steadily progressed in his career, serving as a steward and foreman on both the HVAC and Architectural sides of the industry. He even was an owner-member for a period of time, giving him insight into the concerns and responsibilities of a sheet metal contractor.

In 2010, Ben transferred his ticket to Sheet Metal Workers' Local 23 in Alaska where he worked as a Journeyman for several years before being elected Business Manager/FST. Ben also served as Co-chair of the Local 23 JATC, successfully implementing Fire Life Safety, Infection Control, and Service/Refrigeration programs.

As the Local 23 Business Manager and JATC Co-chair, Ben was involved in creating a subsidized apprentice market recovery fund to assist refrigeration, service and maintenance contractors. The program ensured that apprentices placed in the field receive the training they needed to excel. He also initiated a training program for unrepresented roofers and merged them into the Sheet Metal Union.

With the vast geographic territory held by Local 23, there are limited opportunities for interaction between apprentices. To address this, Ben developed a Collective Leaders Apprentice Network promoting solidarity, pride, and unity amongst the apprentices separated by long distances.

In 2020 Ben and his family decided to transfer back to Local 19, where he served as the company steward for SMCA Member Firm Thermal Piping prior to being named Training Coordinator for the Philadelphia Area/Delaware JATC. We look forward to working with Ben, as he brings a wealth of experience to his new role of training the next generation of sheet metal workers and sharpening the skills of today's journeymen.

Congratulations Ben!

Bonland Industries, Inc. soon to Complete Second High-Rise in Center City

Center City will be the home of a new residential apartment complex in the Market East section of Philadelphia. The 21-story high-rise at 123 South 12th street will house 412 units for tenants who love to be downtown near the arts and restaurant businesses. Bonland Industries, Inc. was awarded the contract to complete the install and fabrication of sheet metal. Bonland is no stranger to being involved in Philadelphia high-rise buildings as they also completed the fabrication and install of the 47-story Arthaus Condominiums on 311 South Broad Street. Lead Foreman on the job, James Dawkins, was part of the Arthaus project as well as the massive King of Prussia addition. The 26-year veteran sheet metal worker and 11-year Bonland employee has had a great crew since the project began around mid-July of 2022. Crew size has ranged from 2-3 workers to 8-13 workers over the last year. With projects this size there are always interesting takeaways for our readers to know.



When I walked with James around the 3rd, 4th, and 15th floors to view the various heat pumps that they installed for efficiency purposes, he mentioned that Bonland is always looking for ways to be competitive in the market. One of those ways is the increased use of easy corners and connector bolts that have made their jobs easier and cut back man hours if they continued to use screws that have worked in the past but would take longer. These changes are what General Contractors like Clemens Construction, who are the General Contractors of this project and DWD Mechanical who the sheet metal firm is contracted, are pleased to hear.

Bonland continues to be one of the busiest firms not just their Bensalem Pennsylvania branch who are on this project and Arthaus, but their two New Jersey branches in Wayne and Lakewood. To find out more about the active projects that Bonland Industries, Inc. is currently spearheading, visit their website at bonlandhvac.com.



Lead Foreman, James Dawkins reviewing CAD drawings.



Heat pump system on 3rd floor.



(L-R) Nick Harris, Foreman in Training, James Dawkins – Lead Foreman, Catherine Squillace, 2nd year Apprentice, and Sean Broadhurst 17-year sheet metal worker.



Special coated ductwork supplied by Conquest Firespray.



Heat pump system in the 15th floor apartment unit.



SMCA Joins Philadelphia Construction Leadership at the 2023 BUILD

Philadelphia has come to the forefront of the life sciences community, with several major projects in the works in and around the University City and Schuylkill Yards areas. The 2023 BUILD conference brought in leaders and stakeholders from the Philadelphia area to discuss the building trades' economic outlook and what's in store for the city in the years to come.

The
BUILD
CONFERENCE

Speakers from municipal government and area developers discussed city planning and development programs. Representatives from the engineering, construction, and safety communities held workshops looking at the newest standards and technologies keeping SMCA contractors and their Local 19 workforce effective and safe in the shop and in the field. Experts in law and risk management introduced tools for contractors to enhance their profitability this year and into the future.

Hearthwarming: Sanks Mechanical Uses Residential Expertise to Help Those in Need

SMCA Member Firms are an integral part of the Philadelphia construction industry and business community. But Sanks Mechanical also works directly with families, landlords, and lessees in the area to bring heating and cooling solutions home. The company values its customers, with this year marking its second annual "Sanksgiving" Holiday Heat Giveaway. Pulling together company resources and utilizing its skilled workforce, Sanks installed a new Gas Forced Air Furnace to a neighbor in need this winter.

With cold temperatures this winter, Sanks was able to help this year's recipient replace their old heating system and replace it with a safe, customized furnace system. With noise reduction, proper sealing and venting, and dual fuel capability this year's Sanksgiving recipient was cozy all winter long. Keep up the good work guys!



SANKS
Mechanical



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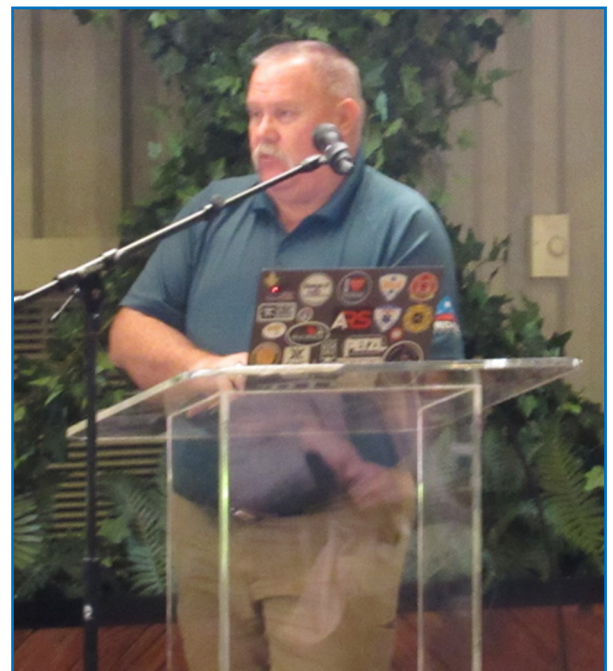
SMCA John Connolly Safety Award



John Connolly Zero Recordable Safety Award winners (L-R) Mike Hensel Jr. – Accu-Flow Balancing Company, Clint Franks – Optimum Performance Balancing, LLC., Sean Lally – Prime Sheet Metal, Inc., Matt Sano – Fisher Balancing Company, Ernest J. Menold – Ernest D. Menold, Inc., Gary Luthe Sr. – Luthe Sheet Metal, Inc., and Jack Titlow – Hunter Mechanical, Inc.



John Connolly Lowest EMR Safety Award Winners (L-R) John Szymczak – SSM Industries, Inc., Jack Titlow – Hunter Mechanical, Inc., and Matt Sano – Fisher Balancing Company.



Ed Davies pictured above presented “Being Luck is Not a Rescue Plan” to SMCA member firms at the annual John Connolly Safety Awards. Ed specializes in rescue services and is a training manager for Med-Tex Services.



SMCA “Plays Ball” with our Friends on the Hill

Congress Takes on Substance Abuse in the Workforce – Bills have been introduced in both chambers of the U.S. Congress to assist workers suffering from substance abuse. The Senate Bill (S.644), dubbed the Modernizing Opioid Treatment Access Act (MOTA) has bipartisan support and is sponsored by Ed Markey (D-MA) and Rand Paul (R-KY). It would reform outdated regulations governing the prescription and dispensing of medications used in treatment and recovery from opioid use. The House Bill (H.R. 1359), also has bipartisan support led by sponsors Donald Norcross (D-NJ) and Don Bacon (R-NE). It is co-sponsored by two other House members from the Delaware Valley – Brian Fitzpatrick (R-PA) and Andy Kim (D-NJ). Construction workers are at greater risk of opioid dependency and overdose due in part to higher-than-average injury rates and the use of opioids to treat and manage pain. Both bills are awaiting hearings and have the support of SMACNA and its chapters.



Stan Kolbe, SMACNA, Congressman Brian Fitzpatrick and Dominic Bonitatis

PA Senate Reviewing Bill Protecting Contractors from Material Spikes – SB 359 was introduced by Sen. Devlin Robinson earlier this year, and the Senate Committee on Labor and Industry may be taking it up this spring. The legislation would protect contractors awarded state projects from material price spikes, a common problem in the past few years due to supply chain issues. If passed, contractors, subcontractors, and material providers would be allowed to make price adjustments if material costs spiked more than 5% since being awarded the project. They would be required to provide documentation to the agency involved to confirm that the price increase meets the requirements called for in the legislation.



NJ Legislature Considering Statewide Fire Life Safety Bill – In March, the New Jersey Assembly passed the Fire Life Safety Damper and Smoke Control System Inspection Verification Act (A-5179). The bill provides that smoke dampers, fire dampers, combination fire/smoke dampers, and smoke control systems are to be maintained and tested in accordance with manufacturer instructions and inspected periodically by certified individuals and contractors. A similar bill is making its way through the New Jersey Senate (S-3516). If passed, this Fire Life Safety Bill would make damper inspections by certified contractors and their employees a statewide requirement for applicable buildings.

SMCA Within SMACNA

Matthew Sano, Fisher Balancing Company – SMACNA Board of Directors, Technical Resources Committee

Glen Armstrong, Restaurant Ventilation Design – Council of Chapter Representatives

Robert Atwell, Ernest D. Menold Inc. - HVAC Contractors Council Steering Committee

Dominic Bonitatis III, Prime Sheet Metal – Legislative Committee

Peter Jenkins, SMCA – Chapter Executives Institute Board

Ernest J. Menold, Ernest D. Menold Inc. - Industrial Contractors Council Steering Committee

Ernest P. Menold, Ernest D. Menold Inc. - Construction Technology Committee

Jordan Thomas, Thomas Co. - Architectural Sheet Metal Contractors Council Steering Committee



Legislative Update



Congress Takes on Substance Abuse in the Workforce – Bills have been introduced in both chambers of the U.S. Congress to assist workers suffering from substance abuse. The Senate Bill (S.644), dubbed the Modernizing Opioid Treatment Access Act (MOTA) has bipartisan support and is sponsored by Ed Markey (D-MA) and Rand Paul (R-KY). It would reform outdated regulations governing the prescription and dispensing of medications used in treatment and recovery from opioid use. The House Bill (H.R. 1359), also has bipartisan support led by sponsors Donald Norcross (D-NJ) and Don Bacon (R-NE). It is co-sponsored by two other House members from the Delaware Valley – Brian Fitzpatrick (R-PA) and Andy Kim (D-NJ). Construction workers are at greater risk of opioid dependency and overdose due in part to higher-than-average injury rates and the use of opioids to treat and manage pain. Both bills are awaiting hearings and have the support of SMACNA and its chapters.

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What's New in the Neighborhood? Projects to Watch in 2023

2023 is sure to be a big year for Philadelphia – the city will elect a new mayor and many new representatives on City Council, the Phillies and Eagles will try to repeat last year's championship runs, and the construction industry will continue to rebound from the COVID-19 pandemic of several years ago. Here are some of the projects sure to get attention this year:

Park at Penn's Landing: The long-awaited public space is scheduled to begin this year, with an ambitious plan to connect the Delaware River waterfront to Center City Philadelphia. With a section of I-95 being capped in the Penn's Landing area, it is anticipated to be a boon to the neighborhood and area businesses.

Museums being added to the Ben Franklin Parkway: The African American Museum of Philadelphia is moving from Old City to the former Family Court Building on Vine Street. The new location will triple the size of the museum's footprint and boost yearly attendance. Also coming to the Parkway is Calder Gardens, a \$70 million project dedicated to the work of sculptor Alexander Calder. Construction there is expected to be completed by 2024.

Towers keep rising: Parkway Corporation is planning new office towers for Morgan, Lewis & Bockius LLP and insurance juggernaut Chubb in Center City, leading a revival of office construction in the post-COVID era. There are also a number of high-rise residential and mixed-use buildings in the works throughout the area.

Are the 76ers moving?: While actual construction is far from confirmed, one of the hot topics in Philadelphia construction in 2023 will be the potential development of a new basketball facility in the Fashion District. Despite resistance from the nearby Chinatown community, Sixers ownership hopes to obtain zoning approval and a community benefits agreement this summer.



Supplier Spotlight:



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

Cohen Seglias is a law firm with its roots in the construction industry, founded in 1988 to counsel construction industry clients on legal and business issues. Since then, we have grown as our clients have grown, and have expanded our service offerings to meet our clients' changing needs. Our attorneys help contractors and specialty subcontractors at all stages of a project, from initial contract drafting, review and negotiations through post-project disputes and mediations. We also counsel clients on day-to-day business issues that arise and equip business owners and executives with the knowledge they need to make sound business decisions.

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

Cohen Seglias offers the legal acumen of a large firm, with the responsiveness and care of a boutique outlet. Our more than 50 fulltime construction lawyers dedicate themselves to knowing and understanding the industry; that perspective enables us to serve as business partners and legal counsel to our clients, working with contractors of all sizes to achieve their objectives. We are creative problem solvers who frequently resolve disputes efficiently and amicably, using litigation only as a last resort.

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

We are a full service firm that can advise a start-up company on financing; guide a contractor through the public bidding process; negotiate an employment contract; and litigate a payment dispute. Attorneys help individuals and family businesses preserve and pass on their wealth, manage complicated regulatory guidelines, and respond to government inquiries. No matter the legal issue, Cohen Seglias has the resources to help solve the problem. We work on a full range of public and private construction projects, including bridges, highways, water treatment plants, petrochemical plants, dams, highways, major office buildings, stadiums, hospitals, shopping centers, condominiums, government buildings, airports, factories, and schools.

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

To learn more about Cohen Seglias, please contact Matt Gioffre at mgioffre@cohenseglias.com or 267.238.4748 or Robert O'Brien at robrien@cohenseglias.com or 267.238.4745. We also invite you to visit our website and Construction Law Now Blog.

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