

THE SPEC SHEET

SMCA
Quarterly



MARCH 2025 | VOLUME 6 ISSUE 3

THE SPRING ISSUE

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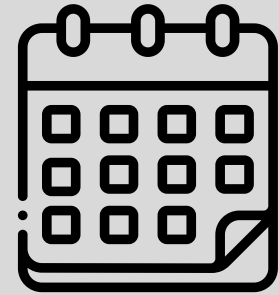
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SCHEDULE OF EVENTS SPRING 2025



April 7-9	2025 SMACNA FAB FORUM	Boston, MA
April 13-15	NORTHEAST STATES JOINT MEETING W. S/SW STATES	Aruba
May 2	SMCA SPORTING CLAY EVENT	Pennsville, NJ
May 6-8	CEA NATIONAL ISSUES CONFERENCE	Washington, DC
May 16	SMCA BOARD OF DIRECTORS & IF TRUSTEES MEETING	New Hope, PA
May 16	SMCA ANNUAL MEETING & ELECTION OF OFFICERS & DIRECTORS	New Hope, PA

MEET THE BOARD



From left back row:

Matt Mitchell of Bonland Industries, Ken Wurst of Air Concepts, Ernie J. Menold, PE of Ernest D. Menold, Inc., Jack Titlow of Hunter Mechanical, Glen Armstrong of Restaurant Ventilation Design. Front row: Matthew Sano of Fisher Balancing Company, Gary Luthe of Luthe Sheet Metal and SMCA President, Bob Johnston of SSM Industries, Dominic Bonitatis of Prime Sheet Metal.



Ken Wurst of Air Concepts, Mark Georgette Jr. of Tab Systems Inc., Bob Johnston of SSM Industries, Jennifer Lohr of Fisher Balancing, and Rob Skubish of Wm. J. Donovan Co. Inc. Not Pictured: Marty Sankovich of Sanks Mechanical and Ernie P. Menold of Ernest D. Menold, Inc.

MEET THE INDUSTRY FUND TRUSTEES

FROM THE EXEC'S DESK



**“THIS ISSUE
MARKS A BIT OF
A REBOOT FOR
OUR 2025
MAGAZINE,
WHICH I HOPE
YOU’LL ENJOY.”**

It's hard to believe we're already this far into 2025 and barreling toward spring and summer. Our readers may have noticed a slight delay with this issue of SMCA's quarterly magazine, but there's a good reason. I'd like to introduce Communications Director Julie Frieswyk, who joined the SMCA staff in January. She's been getting to know SMCA, its Member Firms, and our mission to serve and strengthen the union sheet metal industry. This issue marks a bit of a reboot for our 2025 magazine, which I hope you'll enjoy. We've also upgraded our weekly emails and plan to boost SMCA's social media presence this year. Please join me in welcoming Julie to the SMCA team, and let us know your thoughts on the new content as 2025 rolls on!

Alongside a refreshed Communications and Marketing approach, SMCA's Events Committee is giving our business and social meetings a fresh look this year. The SMCA Annual Meeting is set for May, and I'm already looking forward to the agenda, awards, and potential guests (no spoilers yet—stay tuned as the date nears). Our annual sporting clays outing returns to M&M, which hosted the 2024 World Sporting Clays Championship, for the first time in a few years—our first visit since that big event. And it's never too early to plan fall events like Engineers Night. Thanks to the Events Committee for their insight and energy; we're gearing up for a great lineup of meetings in 2025!

A handwritten signature in black ink that reads "Peter Jenkins". The signature is written in a cursive, flowing style.

Executive Director

PRESIDENT'S COLUMN



**“SMCA’S READY
TO WORK WITH
LOCAL #19 TO
LAND A FAIR
DEAL THAT
KEEPS OUR
CONTRACTORS
ROLLING.”**

I hope everyone's enjoying the early spring weather—it's a busy time at SMCA, and I'm fired up to lead us into 2025. Right now, the Collective Bargaining Agreement (CBA) with Local #19 is front and center. This deal matters to every SMCA employer tied to the union—it's our shot to keep this industry solid.

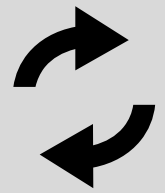
Local #19 has been a strong partner, delivering skilled workers to our job sites every day. SMCA's gearing up to negotiate a fair CBA that keeps our contractors moving and our workers in good shape. It'll take some elbow grease, but I'm confident we'll hammer out a win together. This builds on the progress we've made, like stepping up our training programs. We're on track, and I'm expecting good results.

Engagement's still my focus, so let's keep the lines open. This CBA is a chance to connect—with Local #19, with each other, and with the next wave of sheet metal talent. Shoot me an email or stop by an event; your input strengthens us. Thanks for backing me as we head into a solid spring and beyond!

A handwritten signature in blue ink, appearing to read "Greg Schick".

President

INDUSTRY & MARKET PULSE



As we step into the first quarter of 2025, the construction industry presents a dynamic landscape shaped by economic shifts, policy changes, and evolving market demands.

The U.S. construction sector demonstrated resilience in 2024, with a 5.6% growth, reaching a total value of \$1.27 trillion. Projections for 2025 suggest a continued upward trajectory, with an anticipated compound annual growth rate (CAGR) of 4.7% through 2028.

Employment in the construction industry has been robust, with the workforce expanding to 8.3 million in July 2024, surpassing the previous peak of 7.7 million in 2006. ([Deloitte United States](#)). However, the sector faces persistent labor shortages, particularly in skilled trades, leading to increased labor costs and project delays.

Construction job openings declined by 39.2% year-over-year in November 2024, and job quits fell by 14.2%, indicating reduced workforce mobility. Despite these figures, persistent skill shortages and tighter immigration policies are expected to drive up labor costs.

Material costs continue to influence project planning and budgeting. The implementation of a 25% tariff on steel and aluminum imports, effective from March 12, 2025, is anticipated to increase prices for products made with these materials, including homes, cars, and appliances. In 2024, imports comprised 23% of the U.S. steel market and 44% of the aluminum market, with significant portions sourced from Canada. The construction industry, consuming 47% of steel, is particularly sensitive to these changes.

PHILADELPHIA'S 2026: A YEAR OF OPPORTUNITY

Insights from the recent Mayoral Luncheon and the Philadelphia Business Journal's Countdown to 2026 event provide a roadmap for how SMCA can contribute to and benefit from this transformative period.

Philadelphia is poised for a transformative 2026, hosting a series of high-profile events that will put the city in the global spotlight while driving economic growth. For SMCA and its members, this presents a unique chance to contribute to and benefit from this historic moment.

Mayor Cherre Parker's vision for Philadelphia includes a cleaner, safer, and more economically vibrant city. Key initiatives like a 30,000-unit housing plan, police reform, and streamlined business processes aim to attract investment and prepare for the 2026 influx of visitors. Public-private partnerships, such as Comcast Spectacor's \$15 million upgrade to Xfinity Live! and the Sports Complex plaza, offer opportunities for SMCA members to provide critical HVAC and other systems, even as large-scale new construction is deferred until after 2026.

Gregory Deavens of Independence Health Group highlighted the importance of collaboration in addressing education, health, and economic mobility gaps. Philadelphia's leadership in workforce development aligns with SMCA's mission to train and certify the next generation of sheet metal workers, ensuring a skilled labor force ready to tackle upcoming projects.



A SUMMER TO REMEMBER

The summer of 2026 will be a defining moment for Philadelphia:

- The PGA Championship in Newtown Square will draw global golf fans.
- The MLB All-Star Game will celebrate the city's baseball legacy.
- The FIFA World Cup will bring international attention and tourism.
- The 250th anniversary of the U.S. will honor Philadelphia's role as the birthplace of American independence.

POLICY WATCH

Insights from John Wanner, Executive Vice President of SMACNA Pennsylvania

Last November's elections brought about a sweeping change in the power structure of the federal government. With Republicans in control of the White House and both chambers of Congress, the nation's legislative agenda shifted dramatically. Everyday seems to bring new, and often surprising, issues.

The president's coattails helped his party flip Pennsylvania Congressional House seats from blue to red as well as the U.S. senate seat. Remarkably, those coat tails didn't extend any further down ballot. Not one single incumbent in the PA state House was defeated in the general election. The result is that the PA House maintained a 1 vote Democratic majority. In the PA Senate, the parties traded control of a couple of seats so that it also has the exact ratio as last session, 28 Republicans to 22 Democrats. Once again, PA has the only split legislature in the nation.



SMACNA of PA actively lobbies on issues such as expanding prevailing wage law to cover off-site fabrication, protecting the Separations Act, and prohibiting indemnification clauses designed to shift liability to subcontractors to name a few. Unlike the situation at the federal level, the political landscape in PA is entirely familiar. As a result, our efforts will build on the progress made during last session.

LEGISLATIVE REPORT

- Pennsylvania contractors should be aware of new annual reporting requirements for businesses in 2025. The Annual Report costs \$7 to file and must include the following information:
 - Business name
 - Jurisdiction of formation
 - Registered office address
 - Principal office address
 - Name of at least one governor
 - Names and titles of principal officers, if any
 - Entity number issued by the PA Department of State

- Members of the SMCA Legislative Committee/SMACNA CIC will attend the Brendan Boyle Phillies Spring Training event in Clearwater, FL next month.

- Special elections for vacant Pennsylvania House and Senate seats are set for March 25. Until those are held, the House is operating at a 101-101 split between Democrats and Republicans. The GOP maintains control of the state Senate.

- Bills addressing worker misclassification and expanding prevailing wage have been introduced but are unlikely to move until special elections are resolved.

New PA Business Annual Reports

Know the Requirements and Deadlines



Who Must File

Domestic and foreign:

- Business Corporations
- Nonprofit Corporations
- Limited Liability Companies
- Limited Partnerships
- Limited Liability General Partnerships
- Professional Associations
- Business Trusts



Information Needed

- Business name
- Jurisdiction
- Registered office address
- Principal office address
- Name of at least one governor (director, member, partner, etc.)
- Officer names (if any)
- Department of State file number



Filing Process

1. Search for your entity on our Business Filing Services, file.dos.pa.gov
2. Confirm/update your information
3. Pay the \$7 fee (no fee for nonprofits)
4. Download your filed report within minutes (annual reports submitted online will be processed instantly)

Deadlines & Compliance

The annual report requirement **begins in 2025**.

Your filing window is based on your entity type:

- **Corporations:** Jan. 1 - June 30
- **Limited Liability Companies:** Jan. 1 - Sept. 30
- **All Others:** Jan. 1 - Dec. 31

Failure to file an annual report will result in the administrative **dissolution, termination, or cancellation** of your business registration.

The Department of State will notify entities **via email** (if provided) and **postcard** before the deadlines. Be sure your email is up to date.

You may update your report during the reporting year for **no additional fee**.

Reinstatement & Re-Registration

For **domestic** entities that have been administratively dissolved, reinstatement is possible anytime with fees (if the name is still available).

Foreign entities that have been administratively dissolved **must re-register** with no retroactive effect.

Learn More

Visit dos.pa.gov/AnnualReports or call **717-787-1057** for more information about annual reports.

SPOTLIGHT: PROJECTS & PEOPLE

Prime Sheet Metal Contributes to Beautiful New Elementary School



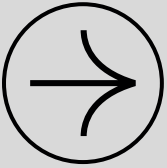
On a frigid February day, the SMCA team—Greg Wharton and Julie Frieswyk—bundled up to tour the construction site of the new Lower School at William Penn Charter in Philadelphia. Outside, the cold bit hard, but industrial space heaters kept the interior warm for finishing crews—a relief for our visiting SMCA team. Among the key contributors to this major project is Prime Sheet Metal, Inc., an SMCA member shop owned by board director Dominic Bonitatis. As a subcontractor handling the HVAC fabrication and installation, Prime kicked off their work in August 2024, with the project eyeing an August 2025 finish.

This is a big one—a \$40 million-plus addition to Penn Charter’s campus master plan, led by general contractor Intech Construction, with E.B. O’Reilly on the mechanical side. Prime Sheet Metal earned their spot on the team after a drawn-out bidding process that saw multiple rounds.

Sean Lally, the project manager, said the job fits Prime like a glove. The duct system’s layout and the project’s scale play to their strengths, and being part of a Penn Charter build carries extra weight for the crew.



Rendering courtesy of Intech’s website



Set to welcome pre-K through fifth graders in Fall 2025, the Lower School will be an “Academic Village” packed with classrooms, art spaces, a woodshop, and a sky garden. Prime’s HVAC system will keep it all comfortable once it’s up and running. Sean called the sheet metal work straightforward but noted the building’s unique interior design concepts will give it a distinctive edge. It’s the kind of project that promises a standout result.

Things have moved along steadily, with few bumps in the road. Sean tipped his hat to the solid teamwork between Intech, O’Reilly, and Prime’s crew, especially foreman John Wilson. “He is Prime’s first employee and has stayed with the company literally since day one,” Sean said, highlighting how John has shepherded the job from sketches to the field. A union craftsman to the core, John’s steady hand—drafting one day, installing the next—keeps the work tight and right.

That same care runs through Prime’s approach. Sean spoke to the privilege of working on a school like Penn Charter, where their craft helps set the stage for students and teachers. “Working in and providing our services for a school and doing our part to provide the best conditions for future professionals across many walks of life is especially an honor for which we give our utmost respect,” he said. For SMCA members, this project is a snapshot of union talent in action—Prime’s role, alongside Intech and O’Reilly, underscores how our shops contribute to big builds. Next time you’re near East Falls, take a look as the Lower School rises. By August 2025, Prime Sheet Metal’s work will be part of Penn Charter’s next chapter, a quiet nod to the skill union hands bring to the table.



Greg Wharton (SMCA) discussing the project with John Wilson (Prime Sheet Metal)

**“John’s (Wilson) steady hand keeps every detail spot-on.”
– Sean Lally**



HVAC work inside the school's entrance



Rendering of the entrance courtesy of Intech’s website

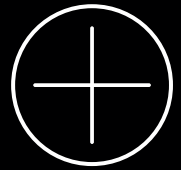
COMMUNITY & CONNECTION

THE HOLIDAYS, EVENTS AND TRAVEL
BROUGHT MEMBERS, FRIENDS AND FAMILY
TOGETHER TO CELEBRATE INDUSTRY
ACCOMPLISHMENTS



SMCA PRESIDENT, GARY LUTHE, WITH MIKE COLEMAN (LEFT), PRESIDENT OF SMART INTERNATIONAL, AND TOM MARTIN (RIGHT), THE PRESIDENT OF SMACNA FOR THE SMACNA ANNUAL CONVENTION IN PALM DESERT, ARIZONA

SMCA MEMBERS LEND THEIR TIME, EXPERTISE TO SMACNA



SMACNA, the Sheet Metal and Air Conditioning Contractors National Association, has chapters across the U.S. and Canada (even a few in places like Brazil and Australia!).

SMCA is the Philadelphia-area SMACNA chapter, and our members are well-known for their work on national committees. Matt Sano (Fisher Balancing Company) and Dominic Bonitatis (Prime Sheet Metal), sit on SMACNA's Board of Directors where they help influence policy and drive the national agenda. Dominic also serves on SMACNA's Legislative Committee, which builds relationships with federal legislators and helps to shape construction policy in Washington.

Gary Luthe (Luthe Sheet Metal) and Jennifer Lohr (Fisher Balancing Company) are long-serving members of the Be4All initiative and its subcommittees. Be4All is a joint effort between SMACNA and SMART at the national level to provide contractors and their employees with the resources they need to find and retain the best workers, and to create a work environment that is respectful and welcoming to everyone.

Ernest D. Menold, Inc. has multi-generational involvement with SMACNA, with Ernie J. Menold serving on the Industrial Market Sector Council and his son Ernie P. Menold being a member of the Construction Technology Committee.

SMCA also has a strong showing with the Congressional Insiders Club, part of SMACNA's Government Relations efforts. Our members also participate in task forces, standards reviews, and other national initiatives when needed. We're proud of our members who always answer the call when the national industry needs them.

Top photo: CIC Member Matt Sano and Pam Sano with Rep. Eric Swalwell (D-CA-14) at the Super Bowl in New Orleans.

Bottom photo: SMACPAC Ambassadors (including Dominic Bonitatis, left) join SMACNA friend Rep. Don Bacon (R-NE-2) at the Chicago Cubs Spring Training opener in Mesa, AZ.



WINTER CONFERENCES

2024-2025



The December Council Meeting in New Orleans

Council of Chapter Representatives

In December, SMCA joined other SMACNA chapters in New Orleans for the Council of Chapter Representatives winter meeting. The Council is a twice-yearly opportunity for SMANCA chapters from around the country to gather, discuss local issues, and recommend actions and initiatives to the SMACNA Board of Directors. Attendees at the meeting received reports from SMACNA's executive leadership and department heads, including updates to technical standards for the coming year. The Council also includes open forum discussions where members of the council can share best practices on industry issues, developing the next generation of company and association leaders, and where the sheet metal market is heading.

Collective Bargaining Orientation

Members of SMCA's Negotiating Committee attended the 2025 Collective Bargaining Seminar in Arizona this January. This important conference gives attendees an update on relevant labor law and bargaining trends in the industry. The SMCA Committee will use these insights in preparing to negotiate a successor agreement with our Local 19 labor partners in 2025 to position the industry for growth and continued success in the coming years.

Chapter Executives Institute

SMCA Executive Director Peter Jenkins attended the 2025 Chapter Executives Institute in February. This conference, held annually ahead of the SMACNA National Convention in the fall, provides training for chapter executives in areas like labor relations, event planning, and the budgeting process. It also gives them the opportunity to tour the upcoming Convention property and plan events for their chapters later in the year. This year's Convention will be held in Maui at the renowned Grand Wailea Hotel & Resort.



**JOIN US!
SPORTING
CLAY OUTING
MAY 2, 2025**

Join SMCA as we return to M&M Sporting Clays
Please register on the SMCA website:
<https://www.smca.org/events>

Registration & Breakfast Time: 8am-8:45am
5-Stand Start Time: 8:00am - 8:45am
Course Start Time: 9:00am
Lunch Time: End of shooting

Register by April 22, 2025



SMCA HOLIDAY GATHERING 2024



SMCA celebrated the holiday season on December 13th at the Philadelphia Art Museum with a record turnout of 230 guests. Members, Suppliers, and Industry Fund Contributors enjoyed an evening of great food and drinks while exploring the museum that has been open for nearly 150 years. Guests had a wonderful evening socializing and exploring the museum.



Gary Luthe, SMCA President and First Lady Lori Luthe of Luthe Sheet Metal



Jennifer, Christian and Logan Lohr of Fisher Balancing Company



Gina Bonitatis, Adam, Dominic Bonitatis (owner of Prime Sheet Metal), Annaliese and Rachel Romain



Ethan Kryman, Abralyn Franks, Jen and Clint Franks (owner of Optimum Performance Balancing, LLC), Aidan Franks, and Sophia Lavigna

2025 JOHN CONNELLY SAFETY AWARDS DINNER



SMCA members and friends gathered at Parx Casino's Beer Garden for our Safety Awards Dinner in January. It was a great night to catch up on life and business while celebrating something critical—safety in our trade. Our shops set the bar high, and it shows. Congrats to this year's winners for keeping their crews safe and strong.



Ernest J. Menold receives the award for **Ernest D. Menold, Inc.** for having the lowest EMR(.58) for firms who had over 100k hours.



Robert Ready receives the award for **Modern Controls, Inc.** for having the lowest EMR(.81) under 50k hours.



Kenneth Wurst receives the award for **Air Concepts, Inc.** for having the lowest EMR (.81) under 50K hours.



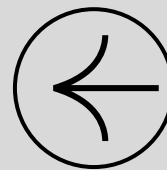
Zero Recordable Injury Winners: (L- R)

Sean Lally (Estimator/Project Manager - Prime Sheet Metal, Inc.), Dominic Bonitatis III (Owner – Prime Sheet Metal, Inc.), Mark Georgette Jr. (Owner – Tab Systems, Inc.), Clint Franks (Owner – Optimum Performance Balancing, Inc.), Robert Ready (Safety Coordinator – Modern Controls, Inc.), John Connolly (Namesake), Chris DiSanto (Foreman – Accu-Flow Balancing, Inc.), Richard Braendle (Owner – Dynamic Balancing, Inc.), Kenneth Wurst (Owner – Air Concepts, Inc.)

Top: (L-R)

Robert Cutter (V.P. Human Resources – Modern Controls, Inc.), Greg Wharton (SMCA Safety & Education Director), Glen Armstrong (Owner – Restaurant Ventilation Design, Inc.)

SMCA SAFETY & TRAINING UPDATES



Construction Safety Week May 5-9

Construction Safety Week is scheduled for May 5 – 9. Safety Professionals and industry leaders who are also involved in safety will address the importance of safety to their designated trade. With the many risks workers are exposed to daily on a job site or in the shop, what better time than safety week to review risks presented to bring awareness to all employees from Apprentice to Journeyman.

SMCA firms should review what their recordable injuries were this far in the year and discuss how to mitigate employee exposures to the injuries. A different safety topic should be discussed throughout the week. Whether the topics discussed include OSHA's focus four (Falls, Caught-in-Between, Struck-by, Electrical) or mental health; the goal at the end of the week is that every employee will know where the company stands regarding safety in the workplace.

At the beginning of the week, topics related to the sheet metal industry will be shared in a special weekly circular. I will also plan to visit a few shops and possibly job sites on Thursday, May 8th and Friday, May 9th. Make safety week 2025 productive and a tone setter on how you want your employees, General Contractors, and Construction Managers to view your safety program.

SMACNA Survey due June 1

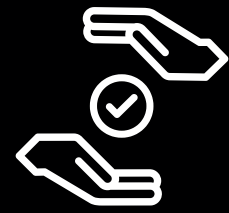
SMCA looks forward to more firms being recognized not just for their great safety record and Experience Modification Rate (EMR) at the John Connolly Safety Awards Dinner, but at the SMACNA Convention and SMACNA/TAUC/MCAA Safety Conference. To do so, we need 100% participation from all of our members to complete the Safety Survey. There will be reminders via emails and our weekly circular.

Questions, comments, or ideas for training?
Reach out to Safety Director, Greg Wharton
gwharton@smca.org



JATC UPDATE

The JATC has been hard at work for much of the past year to improve the Philadelphia apprenticeship program, taking on major initiatives to ensure that Local 19 members receive the best training possible and that SMCA contractors have the most skilled tradespeople in the Philadelphia area for years to come.



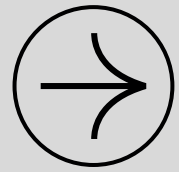
The Training Center earned “Platinum” status with the Sheet Metal International Training Institute in 2024, unlocking grant funding to enhance equipment and training for Local 19 apprentices and journeypersons.

The COVID-19 pandemic underscored Indoor Air Quality’s (“IAQ”) role in keeping medical staff, students, office workers, and communities safe and healthy. IAQ and “clean air” efforts rely on our industry’s Testing and Balancing (“TAB”) contractors. Philadelphia’s Training Center pioneered TAB training in the 1980s and, with top-tier certification programs and a cutting-edge TAB lab, led early IAQ adoption. Recognizing evolving tech and customer needs, the JATC prioritizes a 2025 TAB lab renovation, partnering with industry experts and national TAB organizations to maintain its gold standard.

Workforce development remains a national challenge, especially in construction, as industries vie for top talent. In 2025, the Philadelphia JATC will tackle this with a Pre-Apprentice program—a recruiting tool offering hands-on sheet metal experience in the field and shop. It opens doors for diverse newcomers, equipping them with skills to transition into Apprentices and, eventually, Journeyperson Sheet Metal Workers.

The Philadelphia JATC strives to supply SMCA contractors and their Local 19 workforce with the expertise for HVAC, IAQ architectural projects, and commercial kitchens—delivering top-quality work on time and within budget.

JOIN US IN NEW HOPE



Mark your calendars—Friday, May 16, from 6-9 p.m., SMCA's heading to the Logan Inn in stunning New Hope, PA, for our 2025 Annual Meeting and Elections. This isn't just a night out; it's where we shape the future of our union sheet metal community, celebrate our craft, and connect over a cold one (or two).

President Gary Luthe will deliver his State of the Association address, laying out where we're at and where we're headed. The Chair of the Industry Fund Trustees, Ken Wurst, will provide a health check on the Industry Fund.

We'll elect our officers, setting the course for another year of SMCA leadership. Expect awards spotlighting member excellence. Plus, we're lining up special guest speakers. It's a night of shop talk, recognition, and a little fun.

Registration's live on the SMCA website soon—don't miss your shot to weigh in and wind down with the best in the trade. Swing by, vote, and raise a glass to what we build together.

SMCA ANNUAL MEETING & ELECTIONS: MAY 16

What: SMCA Annual Meeting & Elections

When: Friday, May 16, 2025, 6-9 p.m.

Where: Logan Inn, 10 W Ferry St, New Hope, PA 18938



Highlights:

- State of the Association Address
- Industry Fund Update
- Officer Elections
- Awards
- Special Guest Speakers



Hold the date—RSVP to secure your spot!

SMCA BOARD OF DIRECTORS 2024-2025

PRESIDENT

GARY LUTHE Luthe Sheet Metal, Inc.

VICE PRESIDENT

ROBERT JOHNSTON SSM Industries

SECRETARY/TREASURER

DOMINIC BONITATIS Prime Sheet Metal, Inc.

PAST PRESIDENT

MATTHEW SANO Fisher Balancing Company

EXECUTIVE DIRECTOR

PETER JENKINS, ESQ.

DIRECTORS

GLEN ARMSTRONG

Restaurant Ventilation Design

ERNEST J. MENOLD, P.E.

Ernest D, Menold, Inc.

MATT MITCHELL

Bonland Industries, Inc.

JACK TITLOW

Hunter Mechanical, Inc.

KEN WURST

Air Concepts, Inc.

SMCA STAFF

EXECUTIVE DIRECTOR/CEO

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SAFETY PROFESSIONAL/PROGRAM DIRECTOR

GREGORY WHARTON gwharton@smca.org

MEMBERSHIP SERVICES/EVENTS DIRECTOR

TRISH CASEY tcasey@smca.org

BOOKKEEPER/OFFICE MANAGER

RUSSELL SMITH rsmith@smca.org

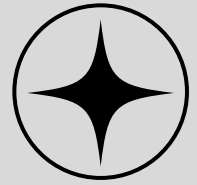
EXECUTIVE ADMINISTRATIVE ASSISTANT

REBECCA PEARSON rpearson@smca.org

COMMUNICATIONS DIRECTOR

JULIE FRIESWYK jfrieswyk@smca.org

SMCA MEMBER FIRMS



Accu-Flow Balancing Co., LLC, 267-483-5490, Warrington, PA
Air Distribution Systems Inc., 856-874-1100, Cherry Hill, NJ
AerDux, Inc., 856-933-2400, Bellmawr, NJ
Air Concepts, Inc., 215-788-2880, Bristol, PA
Bonland Industries, Inc., 267-720-9000, Bensalem, PA
Dynamic Balancing Co., 610-337-2757, King of Prussia, PA
Eastern Air Balance Corp., 717-492-1846, Manheim, PA
Environmental Construction Svcs., 215-904-5097, Philadelphia, PA
Ernest D. Menold, Inc., 610-521-4700, Lester, PA
Fisher Balancing Company, 856-740-9134, Williamstown, NJ
G.B.I. Inc. T/A Thermal Piping, 609-724-0006, Wrightstown, NJ
Hays Sheet Metal, Inc., 856-662-7722, Pennsauken, NJ
Hunter Mechanical, Inc., 610-344-9777, West Chester, PA
Lor-Mar Mechanical Services, Inc., 856-662-515, Pennsauken, NJ
Luthe Sheet Metal, Inc., 856-910-7000, Cherry Hill, NJ
Marcline Sheet Metal, 215-486-7757, Levittown, PA
Modern Controls, Inc., 302-325-6800, New Castle, DE
Optimum Performance Balancing, LLC, 610-568-8751, Birdsboro, PA
Precision Air Design, LLC, 484-461-7500, Clifton Heights, PA
Prime Sheet Metal, Inc., 215-672-9191, Warminster, PA
Progressive Sheet Metal, Inc., 215-322-1816, Southampton, PA
Restaurant Ventilation Design, Inc., 856-848-7411, Wenonah, NJ
Sanks Mechanical, 215-709-9176, Philadelphia, PA
South Philly Sheet Metal, 267-716-0131, Depford, NJ
Southland Industries, 267-315-6906, Horsham, PA
SSM Industries, Inc., 856-345-2525, Wilmington, DE
Tab Systems, Inc., 856-809-0395, West Berlin, NJ
Thomas Company, Inc., 856-432-6373, Brooklawn, NJ
Total Comfort Solutions, 215-671-8375, Philadelphia, PA
W. F. Smith, Inc., 215-624-1313, Philadelphia, PA
Wm. J. Donovan Co., Inc., 215-225-3677, Philadelphia, PA



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SPRING 2025 ISSUE