

# DUCT TALK

SEPTEMBER 2010



## SMACNA of Southern Nevada Chapter President's Comments Steve R. Kimmel, Pahor Mechanical Contractors, Inc.

The Sheet Metal and Air Conditioning Contractors' National Association, Inc. [SMACNA] is our professional trade association and can directly or through our local Southern Nevada Chapter provide us with a multitude of tools to enhance our individual business operations and our personal expertise. SMACNA technical standards are accepted around the globe as "the bible" for air-side HVAC environmental systems because they are developed and written by skilled and knowledgeable sheet metal contractors and professional staff engineers. Their acceptance in the industry can

be directly attributed to the contribution and involvement of contractor's with practical experience and expertise and the collaborative involvement of industry professional organizations, such as ASHRAE, AIA, CSI, and others. Not only does SMACNA develop and promote these industry standards they also offer expert training in their use and application. We as members of this great organization have direct access to all of this information, training, and interpretative expertise. During my term as your President I intend to do my best to assist us all in tapping into all of the available SMACNA resources.

I subscribe to the belief that a good competitor is a knowledgeable competitor. Through establishing access to SMACNA services it is my desire and intention to assist all of our local SMACNA members hone and increase their individual and company skills and expertise. In a broader sense it is also my aspiration to grow our local Chapter by encouraging our non-affiliated signatory contractors to join SMACNA of Southern Nevada. In this effort I need your assistance. I challenge each of you to contact at least one of the 20+ local non-member signatory sheet metal contractors and recruit as members. The names of these firms are available through Bob Roach at our Chapter office; contact him and help me grow SMACNA of Southern Nevada. The value and influence of SMACNA of Southern Nevada is increased as our membership grows and we represent more union sheet metal contractors.

With your help in increasing our membership you help to increasing the power and influence of our Association. In addition to regular contractor members we also encourage you to recruit Associate Members; these are your vendors or suppliers, i.e., firms that provide products and services to our industry. Again, contact Bob Roach for details. Bob can be reached at [702] 384-1894 or [bob@smacnalv.com](mailto:bob@smacnalv.com).

Thank you,

Steve R. Kimmel

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# SMACNA 67th Annual Convention

## October 10-13, 2010

### Phoenix, AZ



This year the SMACNA 67th Annual Convention will be in beautiful Phoenix, AZ at the JW Marriott Desert Ridge Resort & Spa. This hotel is a premier luxury resort overlooking the spectacular Sonoran Desert and surrounded by the majestic McDowell Mountains. This luxury hotel features a serene atmosphere and amazing views from your balcony or patio. There are spectacular indoor and outdoor venues. The JW Marriott brand of luxury is found from the porte cochere arrival experience, to the expansive grand lobby, to the ambiance of the guest rooms. Experience the expansive Wildfire Pool, which features the Lazy River and a serpentine slide. The Desert Botanical Garden brings the blooming Sonoran Desert to you. Explore the many species of cacti and succulents.

## REGISTRATION

### Online Registration

Convention Management Resources provides an online registration system that sends an immediate confirmation to you by email of your room reservation and registration.

To register online, visit [www.smacna.org](http://www.smacna.org) and click on the convention icon.

### Paper Registration

To register by fax or to pay by check, you may use the paper registration forms enclosed with this brochure. You may print additional forms from our Web site [www.smacna.org](http://www.smacna.org).

You may fax your completed convention and hotel registration forms with credit card information to Convention Management Resources' dedicated fax line 1-415-293-5232. You will be sent a confirmation via email.

### Registration Deadlines

**Early Bird Cut-off**  
August 31, 2010

**Regular Cut-off**  
October 4, 2010



## TRAVEL

SMACNA has arranged a special discount for your air transportation through our official carriers, United Airlines and Delta Air Lines.

To take advantage of this discount, you or your travel agent may contact:  
**UNITED AIRLINES:** 1-800-521-4041  
*Refer to File No. 565HS*  
**DELTA AIR Lines:** 1-800-328-1111  
*Refer to NM4HK*

If you do not have the services of a travel agent, you may contact SMACNA's agent, MacNair Travel. MacNair Travel has a dedicated line just for SMACNA members at 1-703-650-5336 or toll free 1-877-244-8735, Monday through Friday, 8:30 a.m. to 7:00 p.m. EDT.

### Rental Cars

**Hertz:** 1-800-654-2240  
*Refer to CV#010M0018*  
**AVIS:** 1-800-331-1600  
*Refer to ADW T690099*  
Links are provided on the SMACNA convention Web site for reservations.

### Parking

On site self-parking for SMACNA attendees is being provided at no cost. The valet parking fee is \$25 per day.

### Ground Transportation

The JW Marriott Desert Ridge is located approximately 25 minutes north of Phoenix Sky Harbor International Airport. Taxi fare is approximately \$60 one way.

Transtyle Transportation Service, the official transportation for the JW Marriott Desert Ridge and SMACNA, is offering the following rates. Rates are slightly higher for meet and greet in the baggage area.

Prices quoted for one way, will call service.  
All rates include taxes & gratuity.  
4 Passenger Sedan Service . . . . . **\$65**  
6 Passenger SUV . . . . . **\$85**  
12 Passenger Van . . . . . **\$120**  
Call Transtyle at 1-800-410-5479 to make your reservation.

Shuttle service is also available from the JW Marriott Desert Ridge to the Airport at \$22 /per.

For further information, visit [www.smacna.org](http://www.smacna.org) or contact SMACNA's Meetings and Convention Department at (703) 803-2980.



## Contractor On-Site Trainer Program

The ITI has developed a Train-the-Trainer Program to train qualified sheet metal workers to deliver in-house training classes on a specific subject. The next program is scheduled for October 4-7, 2010.

The program is two days in length. Day one will provide information on basic teaching skills and techniques for class preparation and delivery. Day two will cover the various curriculums, materials and resources available through the ITI. Participants will be given instructions on how to use the instructor guide resources and assets for a particular topic.

Upon completion of the program, participants will receive a certificate identifying him/her as having attended the ITI On-Site Training Course. The participant's local JATC Coordinator will be notified by the ITI that the participant has successfully completed the program.

Once authorized, the participant can perform in-house or off-site training for his/her contractor. Books and other resource material must be monitored and ordered by the JATC Coordinator. JATC Coordinators must also verify that all students are SMWIA members.



SMACNA contractor members interested in sending a qualified signatory employee to the program should contact their local JATC coordinator to register for the program. For questions contact Sue Burke at the ITI 703-739-7200.

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**“Some people are always grumbling because roses have thorns; I am thankful that thorns have roses.”** *Alphonse Karr*

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## Project Managers Institute: September 20-22, 2010 In San Mateo, CA

Experienced SMACNA Contractors know that their best project managers take ownership of their projects. This intensified 2½ day program aims to build upon existing project management skills by strengthening project managers' skills in communication, planning, leadership and business. The program will incorporate interactive, industry specific exercises. Participants will work together in teams throughout the program. The Program sessions conducted by FMI and tailored to the sheet metal and HVAC industry include: Management, Leadership, Project Planning, Customer-Focused Construction, Ethics and Integrity, Financial Management, Time Management, Change Order Management, and Standards/Best Practices.

**September 20-22, 2010 – San Mateo, California**



*SMACNA's Project Managers Institute is recommended for project managers with two to five years project management experience.*

Register early – the program is limited to 20 participants.

For more information contact Bridgette Bienacker, Director, Business Management and Membership at [bbienacker@smacna.org](mailto:bbienacker@smacna.org).

## Webinar - September 2: Lean Works In The Service Contracting World

Even in today's harsh economy HVAC Service Contracting work is still happening - but with greater competition! How do you stay ahead of the competition? By applying Lean principles and practices.

**Date:** September 2, 2010

**Time:** 11:00 a.m. ET

**Length:** 90 minutes



Lean thinking has made major improvements in manufacturing - reducing defects and cycle time by as much as 40%. Lean has been proven to be very effective in improving construction productivity and reducing waste. Can Lean be applied to the Service Contracting World and yield similar results?

The answer is YES! Using Lean techniques will result in less waste of the technician's time – allowing him to serve the customer better and reach more customers. Lean can also reduce excess inventory - freeing up much needed cash. This SMACNA webinar will provide you with the basic principles of Lean and specific tools to apply in the HVAC Service Contracting environment.

### Attendee Takeaways:

- Understand the benefits and principles of Lean thinking including how Value and the 7 types of Waste apply to Service Contracting.
- Understand the Lean techniques and how these tools work in Service Contracting operations.
- Learn the 4 rules for improving Service Contracting using Lean.

Learn the key measures to use to evaluate Service Contracting performance.

**Who Should Attend:** Owners, Managers, Project Managers, Supervisors, Service Technicians, Continuous Improvement Leaders

**Speaker:** Dennis Sowards, Quality Support Services, Inc. With over 10 years experience in mechanical contracting and 30 years in helping companies improve the quality of how they manage, Dennis Sowards stands for continuous improvement. Today he helps contractors implement Lean, do strategic planning and improve the quality of how they manage their companies. Before doing consulting, Dennis was the manager of continuous improvement and communications for Kinetics. While there, he led several successful projects that applied lean thinking techniques to construction. Prior to coming to Kinetics, Dennis was the quality manager for J. B. Rodgers Mechanical Contractors. He was also the founding executive director of the Arizona Quality Alliance and has served as a judge for the Arizona State Quality Awards program. He provided the main research and authored the New Horizons Foundation books: Thinking Lean – Tools for Decreasing Costs and Increasing Profits and Measuring Customer Loyalty. Dennis holds a BSE and MBA from Arizona State University.

**Cost:** SMACNA Member Price: \$95.00 each  
Non-Member Price: \$145.00 each

You can register at [www.smacna.org](http://www.smacna.org).

One Internet computer registration fee allows unlimited participants at the same site. Registration also includes free access to the webinar recording.

For more information on SMACNA's educational programs, or to suggest a topic for a future webinar, contact Bridgette Bienacker, SMACNA's director of business management and membership, at [bbienacker@smacna.org](mailto:bbienacker@smacna.org).





# SMACNA – ASHRAE JOINT MEETING



*SMACNA of Southern Nevada and the Southern Nevada ASHRAE Chapter have scheduled a Joint Membership Meeting for Tuesday, September 14, 2010.*

- PLACE:** *Sierra Gold Tavern  
6515 South Jones Boulevard @ 215  
Las Vegas, Nevada  
Phone: (702) 221-4120*
- TIME:** *5:00 p.m.*
- PROGRAM:** *SMACNA's HVAC Duct Design and HVAC Systems  
Commissioning Standards and ASHRAE's Standard 189*
- PRESENTER:** *Mr. Mark Terzigni, SMACNA Technical Project Director*

**COST:** *\$35.00 per person [This is the ASHRAE Chapter's normal meeting food cost.]*

**RSVP:** *Tom Tetting @ [ttetting@x-nth.com](mailto:ttetting@x-nth.com)*

*This is the first of what we hope will be an annual Joint SMACNA-ASHRAE membership meeting.*

**PLEASE MARK YOUR CALENDAR AND PLAN  
TO ATTEND!**



## SMACNA of Southern Nevada Chief Executive Officer's Column

Bob Roach

Much has been said in the parlance of political discussion about the potential for enactment of legislation designed to create financial incentives for facility owners to initiate retrofit projects for the purpose of energy conservation and efficiencies. As a matter of record, a large portion of the original "stimulus" package was to be earmarked for this purpose as well. To date we have seen very little activity in Southern Nevada to indicate any degree of success in these initiatives.

The premise behind these concepts is commendable especially in light of the current world consumption of energy. The four leading nations in energy consumption are The United States, China, Russia, and Japan. The United States far outstrips the others. So the concepts of energy conservation and efficient utilization of energy are significant concerns and goals.

In a building the environment control or HVAC system tends to be the single major energy consumer. The contractor members of The Sheet Metal and Air Conditioning Contractor' National Association, Inc. [SMACNA] are experts in designing, fabricating, installing, maintaining, altering, repairing, and improving these complicated and highly technical systems. SMACNA member contractors write the standards for these complex systems and these SMACNA standards are included by the design community in the system specifications they develop. SMACNA Standards are also included in most regulatory codes governing the installation of environmental control systems.

The Sheet Metal and Air Conditioning Contractors' National Association, Inc. [SMACNA] has been deeply involved in the development and promotion of both of "**green building**" and "**LEED**" technology. SMACNA of Southern Nevada and Sheet Metal Workers Local Union 88 represent a pool of knowledgeable, highly skilled experts in environmental control systems consisting of professional contractors and trained and skilled mechanics. *These experts are ready and available to assist facility owners and managers to take advantage of any program that will assist them in modernizing their buildings and systems to affect substantial energy saving.*

**The green building movement** in the U.S. originated from the need and desire to secure more energy efficient and environmentally friendly systems in new and existing buildings. The motives to building green, include environmental, economic, and social benefits.

**Leadership in Energy & Environmental Design (LEED)** is an internationally recognized green building certification system, providing third-party verification that a building or community was designed and built using strategies intended to improve performance in areas such as energy savings, water efficiency, CO2 emissions reduction, improved indoor environmental systems efficiency, establishment and maintenance of high standards of in-door air quality, and stewardship of resources and sensitivity to their impacts.

A handwritten signature in black ink that reads "Bob". The signature is written in a cursive, slightly slanted style.

Bob Roach

**"There are two primary choices in life: to accept conditions as they exist,  
or accept the responsibility for changing them."**

*- Denis Waitley (1933- ) Author & motivational speaker*

# SMACNA MANUALS

- Accepted Industry Practice for Industrial Duct Construction, 2008
- Accepted Industry Practice for Sheet Metal Lagging, 2002
- Architectural Sheet Metal Inspection Guide, 1<sup>st</sup> Edition, 2004
- Architectural Sheet Metal Manual, 2003
- ASC Contract Documents Booklet
- ASC Form – Subcontractors Contract - AGC
- Blue Book of Sheet Metal & HVAC equipment – 2<sup>nd</sup> Edition
- Building Systems Analysis & Retrofit, 1995
- Change Orders, 3<sup>rd</sup> Edition
- Contractors Guide/ Modifications to Construction Contracts
- Cost reference Manual, 1996
- Design/ Build Teaming Checklist
- Duct Systems Calculator, 1988
- Ducted electric Heat Guide for Air Handling Systems, 1994
- Energy Conservation Guidelines
- Energy Recovery Equipment & Systems
- Energy Systems Analysis & Management Manual, 1977
- Environmental Risk Management
- Fall Protection, The SMACNA Guideline
- Fibrous Glass Duct Construction Standards, 2003
- Financial Tools for SMACNA Contractors, 2004
- Fire, Smoke & Radiation Damper Installation Guide, 2002
- Guide to Control of Hazardous Energy
- Guide to Respiratory Protection
- Guide for Steel Stack Design & Construction, 1996
- Guidelines for Change Orders – CD ROM, 2005
- Guidelines on Roof Mounted Outdoor A/C Installation, 1997
- Guidelines on Through Penetration Fire Stopping
- HVAC Air Duct Leakage Test Manual, 1985
- HVAC Duct Construction Standards – Metal & Flexible, 2005
- HVAC Duct Systems Inspection Guide, 2006
- HVAC Sound & Vibration
- HVAC Systems – Applications, 1987
- HVAC Systems – Commissioning Manual, 1994
- HVAC Systems Duct Design, 1990
- HVAC SYSTEMS – Testing, Adjusting & Balancing, 2002
- IAQ Guidelines for Occupied Buildings Under Construction, 1995
- Indoor Air Quality – A Systems Approach, 1998
- Kitchen Ventilation Systems & Food Service Equipment Fabrication and Installation Guidelines, 2001
- Manager's Guide for Welding, 1993
- Manual "J" Load Calculation, 7<sup>th</sup> Edition
- Manual "J" Load Calculation, 8<sup>th</sup> Edition
- Model Energy Code
- Press Break Safety Compliance
- Rectangular Industrial Duct Construction Standards, 2004
- Residential Comfort Systems Installation Standards, 1998
- Residential Sheet Metal Guidelines, 2001
- Round Industrial Duct Construction Standards, 1999
- Safety & Health Issues in Fiberglass
- Safety Tool Box Talks Volumes I-IV
- Scaffold Compliance Manual
- Seismic Restraint Manual Guidelines for Mechanical Systems, 1998
- Sheet Metal made Lean & Clean
- Sheet Metal Welding Guide
- SMACNA Master Index of Technical Publications
- Standard Practice in Sheet Metal Work
- Thermoplastic Duct (PVC) Construction Manual, 1995
- Thermoset FRP Duct Construction Manual, 1997
- Total Quality Management
- Uniform Mechanical Code – 2006
- Uniform Mechanical Code – 2009
- Uniform Plumbing Code – 2006
- Uniform Plumbing Code - 2009

*Please call the SMACNA office for  
prices & availability – 702.384.1894*

# CALENDER OF EVENTS

## *September 2010*

DATE	EVENT	TIME	LOCATION
9/2	WEBINAR: LEAN WORKS IN THE SERVICE CONTRACTING WORLD	11:00AM EDT	<a href="http://www.smacna.org">www.smacna.org</a>
9/6	<i>LABOR DAY (RECOGNIZED UNION HOLIDAY)</i>		
9/14	SMACNA - ASHRAE JOINT MEETING	5:00PM	SIERRA GOLD TAVERN
9/20-9/22	PROJECT MANAGER'S INSTITUTE		SAN MATEO, CA
10/4-10/7	CONTRACTOR ON-SITE TRAINING PROGRAM		
10/10-10/13	67th SMACNA NATIONAL CONVENTION		PHOENIX, AZ



### SMACNA of Southern Nevada Executive Committee

President - **Steve Kimmel**  
*Pahor Mechanical Contractors, Inc.*

Vice President - **Frank Vuckovic**  
*Ideal Mechanical*

Secretary/ Treasurer - **Bill Blazvick**  
*Royal Metal Works*

#### SMACNA Staff

**Bob Roach**, CEO  
**Kelly Kealey**, Chapter Executive

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