APRIL 2010

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

I recently attended the Sheet Metal Partners In Progress Conference held here at Caesars Palace. I was unable to attend all of the sessions, but did attend as many as I could. I was favorably impressed with the topics and caliber of participation for those sessions I was able to attend. In particular I thought the Saturday morning closing session by Mark Breslin was outstanding and inspiring. Those of you who are familiar with Mr. Breslin know that he "tells it like it is." One of the things he emphasized during that presentation and that I found extremely interesting and challenging was his theory that there is a need to educate the rank-and-file members of the Union regarding contracting operations and industry status; he specifically mentioned their need to be aware of the declining market share and company profit margins of the organized sector of the industry.

He noted that the members need to be aware and understand the problems that contractors face on a daily basis just to keep the company solvent. They need to become more in tune with the realities of company profit margins and that margins in the area of double digit percentages are a myth. They need to have a more realistic grasp of the cost of doing business in today's marketplace. Far too many of the rank-and-file believe that contractors routinely make 30 to 50 percent profit on the projects for which they are the successful bidder. In addition, most have absolutely no concept of the overhead and operational costs involved in running a project or business.

Our employees need to understand that material and equipment costs are, for the most part, fixed and that our variable cost is labor. Labor costs constitute the most crucial element of our operations and in almost all cases are the determining factor in a successful bid. Breslin believes that an informed rank-and-file will greatly enhance the potential for creating a highly skilled, efficient and cost-conscious workforce and this has the potential of providing the contractor with an added edge in managing overall project costs.

I find the concept intriguing and believe it merits consideration. Methodology is the quandary. How is this education accomplished? The solution may be as simple as incorporating in our routine safety meetings an element of contracting management. I'm open for other ideas and suggestions.

Thank you,

Steve R. Kimmel

INSIDE THIS ISSUE

Three Webinar Series - April 21, May 6, May 19: HVAC Duct Construction Standards

SMACNA News

Part I - HVAC DCS 101 "Rectangular Duct External Reinforcement"
Date: April 21, 2010 Time: 11:00 a.m., EDT Length: 1 hour

This presentation will cover the following (with respect to rectangular duct):

- Basic definitions used to properly describe rectangular duct
- Limits and proper application of various joints and seams
- Use of the manual to determine proper construction options
- The types of construction options to be discussed
- How to select the proper gage
- How to select the proper reinforcement External reinforcement (angle)

This presentation will cover duct up to 120 in. x 120 in. and will address positive pressure and negative pressure applications. Multiple step-by-step examples will help illustrate each of the topics covered.

Part II - HVAC DCS 102 "Rectangular Duct Tie Rods, New Tables (TDC/TDF), and Rectangular Duct Over 120 inches"
Date: May 6, 2010 Time: 11:00 a.m., EDT Length: 1 hour

Summary:

- How to properly determine tie rod options for rectangular duct
- Positive pressure and negative pressure options
- The effects of using heavier gages on tie rod choices
- How to utilize the new tables in the HVAC DCS for TDC/TDF flange connections
- How to properly convert from steel construction to aluminum construction
- How to fabricate “Large” rectangular duct (over 120 in.)
- How to properly install fiberglass duct liner
- Proper pin spacing and adhesive requirements
- Proper treatment for leading edges
- Gaps in the liner (Fire Damper)
- Double Walled Duct
- Multiple step-by-step examples will help illustrate each of the topics covered.

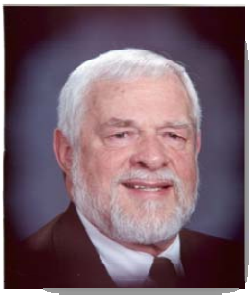
Part III - HVAC DCS 103 "Round and Oval Ducts, Hangers and Casing Construction"
Date: May 19, 2010 Time: 11:00 a.m., EDT Length: 1 hour

Summary: Round and Oval topics:

- Basic definitions used for round and flat oval duct
- Limits and proper application of various joints and seams
- Use of the manual to determine proper construction options
- Spiral construction
- Longitudinal seam construction
- Determining the proper gage
- Determining the proper reinforcement
- Positive and negative pressure construction will be addressed
- Hangers, selecting the proper components for duct hangers
- Casings, how to construct casings
- Multiple step-by-step examples will help illustrate each of the topics covered.

Who should attend: Estimators, Fabricators, Field Personnel, Designers, Engineers, Inspectors, Code Officials

For more information on SMACNA’s educational programs and webinars, contact Bridgette Bienacker, SMACNA’s director of business management and membership, at bbienacker@smacna.org.



SMACNA of Southern Nevada
Chief Executive Officer's Column

Bob Roach

THE LOW BIDDER:

A number of years ago while visiting a successful sheet metal contractor in Ohio I noticed a cartoon on the wall of his office that depicted a hobo sitting on the ground next to an old campfire beside a railroad track. On the ground next to him was what appeared to be an old can of beans with the jagged-edged lid that people associate as being opened with a penknife. He was a disheveled man with a stubble beard, appeared unwashed, dressed in old dirty worn overalls, and was leaning back against a tree with a blade of grass protruding from his mouth; a real bum figure. At the bottom of the cartoon was the following – "I was always the low bidder."

Later in my journey in the trade I heard the following story.
An hobo was riding in a boxcar of a freight train and as it slowed to round a curve another tramp heaved himself aboard. Once they were both settled and the train picked up speed the new comer inquired about his fellow traveler's background. The ensuing conversation ran something like this:

"Well, I use to be a union contractor in the construction industry; had my own business and all."

"Oh yeah, what happened to land you in these circumstances?"

"Simple enough, I was always the low bidder; got lots of jobs; but never no profit!"

"Interesting," came the reply from the new comer, "I can relate to that. You see I was your customer! I was an entrepreneur, an owner also involved with the construction industry. My downfall was I was always looking for the cheapest route and I always accepted the lowest bid. Consequently I was always throwing more and more money at a bad product that was in constant need of repair and usually needed to be replaced long before it should have; I couldn't sell my buildings because of their reputation, no one wanted to purchase what they deemed as a money hole. So, I too ended up in bankruptcy!"

The low bidding contractor is frequently forced down the path of using inferior materials and installation shortcuts which ultimately produce a substandard product. He is never able to make a profit and ultimately is forced into bankruptcy; the unfortunate thing is that this process can take years. On the other hand, the owner that always goes for the low dollar gets a product that ends up costing him more money in repairs, retrofit, and a short life span.

I'm also reminded of a question that was supposedly asked of one of our astronauts, i.e., "How comfortable do you feel trusting your life and survival to a rocket that was built by the low bidder?" I don't recall if a response was cited and I can't swear that the incident truly happened, but I do think it too illustrates a point.

I will readily agree that there are times when a contractor knowingly submits a low bid simply to secure a job to avoid laying off key employees or some other relevant reason. The difference is that he does not routinely practice low bidding.

Is there a lesson to be learned here? Yes, I think so. A contractor to be successful must truly bid the job, covering all the costs, and including a fair profit. This is the only way he can remain in business, be successful, continue to offer a quality product, and employment opportunities. The construction owner, one who is not simply a broker but rather a long-term investor, needs to carefully review the bids and the bidders and seek the best product available by a reputable contractor in order to insure that he receives a quality product and value for his investment. Recognizably this is a difficult task in times when money is hard to find; but in the long-run it is the best and wisest venture.

Bob

Bob Roach

"BUILDING STAR," JOB CREATION LEGISLATION

WASHINGTON – Senator Jeff Merkley (D-Ore.) introduced the "Building STAR Energy Efficiency Rebate Act of 2010" today, a bill designed to jumpstart manufacturing and get building trades back to work installing energy saving equipment in buildings, storefronts and multi-family homes across the country. "Building STAR" is a job-creation proposal supported by member organizations of Rebuilding America, a ground-breaking coalition of unions, contractor associations, manufacturers, financial services companies and energy efficiency advocates.

Rebates included in the bill would amount to $6 billion, in order to stimulate $18 to $24 billion in total investment, resulting in more than 150,000 new jobs. These jobs will pay well, allow companies to rehire laid off workers and infuse sorely needed capital into small businesses and hard-hit communities across the country. The savings accrued by building owners and the profits earned by laborers and manufacturers will power even more economic growth.

Building STAR would:

- Create 25,000 jobs in 2010 for every $1 billion of federal investment for the hard-hit construction and building services, manufacturing, and distribution sectors. For a $6 billion federal investment, for example, Building STAR would create at least 150,000 jobs.
- Maximize federal investment, by leveraging $2-3 in private investment for every federal dollar spent. Building STAR would thus spur a total market activity of $18 - $24 billion, with a $6 billion federal investment, making this a great model for a public-private partnership and maximizing resource efficacy.
- Provide direct benefits to the thousands of small businesses, including the 91 percent of commercial contractors that have fewer than 20 employees.
- Use a simple application process so that building owners can participate easily.
- Work quickly, because the rebate and incentive levels are established in legislation, rather than by agencies, making it possible to implement Building STAR immediately. In addition, this program is based on existing, already-proven utility rebate programs and tax incentives.
- Deliver real energy savings and greenhouse gas emissions reductions, because of the typically large size and scope of commercial and multi-family building retrofits. For example, such retrofits could save industry $3.3 billion a year, based on data compiled by the American Council for an Energy Efficient Economy.
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Members are urged to write to Senators Ensign and Reid and Representatives Berkley, Heller, and Titus urging their support of this legislation.

SMACNA National Safety Awards Survey

Demonstrate your company's commitment to safety by taking part in the 2010 SMACNA Safety Excellence Awards Program (SSEAP). The safety award survey can be submitted online on the SMACNA Web site...it's easy!

All entries must be received by May 22, 2010.

Submit your survey and you will receive two free safety training DVDs from the Sheet Metal Occupational Health Institute Trust (SMOHIT). Entries can also be submitted by fax or mail. Visit the safety Web page on the SMACNA Web site to download a copy of the survey form. First-place winners will be presented their awards at SMACNA's annual convention in October.

For more information, contact Mike McCullion, SMACNA's director of safety and health at (703) 995-4027 or mmccullion@smacna.org.

SMACNA MANUALS

- Accepted Industry Practice for Industrial Duct Construction, 2008
- Accepted Industry Practice for Sheet Metal Lagging, 2002
- Architectural Sheet Metal Inspection Guide, 1st Edition, 2004
- Architectural Sheet Metal Manual, 2003
- ASC Contract Documents Booklet
- ASC Form – Subcontractors Contract - AGC
- Blue Book of Sheet Metal & HVAC equipment – 2nd Edition
- Building Systems Analysis & Retrofit, 1995
- Change Orders, 3rd 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, 7th Edition
- Manual "J" Load Calculation, 8th 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

April 2010

DATE	EVENT	TIME	LOCATION
4/4	***EASTER SUNDAY***		
4/15-4/18	SMACNA'S PRESIDENT TO PRESIDENTS MEETING		CARLSBAD, CA
4/19-4/21	SMACNA'S PROJECT MANAGERS INSTITUTE		ST. LOUIS, MO
4/20	SNARSCA MEETING	11:30AM	SNARSCA
4/21	BOARD OF DIRECTORS MEETING	8:00AM	SMACNA OFFICE
4/21	WEBINAR PART I - HVAC DUCT CONSTRUCTION STANDARDS	11:00AM (EST)	
4/22	IAPMO MEETING	11:30AM	DESERT PINES GOLF CLUB
4/22	J.A.T.C. MEETING	3:00PM	JOINT APPRECTICESHIP TRAINING CENTER
4/28	SHEET METAL TRUST TRUSTEES MEETING		MANHATTAN BEACH, CA
5/6	WEBINAR PART II - HVAC DUCT CONSTRUCTION STANDARDS	11:00AM (EST)	
5/19	WEBINAR PART III - HVAC DUCT CONSTRUCTION STANDARDS	11:00AM (EST)	

SMACNA of Southern Nevada Executive Committee

President - **Steve Kimmel**
Pahor Mechanical

Vice President - **Frank Vuckovic**
Ideal Mechanical

Secretary/ Treasurer - **Phillip Phillips**
Southland Industries

SMACNA Staff

Bob Roach, CEO
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