

THIRD EDITION | 2017

THE METAL PRESS

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**YOUNG
EXECUTIVES**
OF SMACNA GREATER CHICAGO

FEATURED COVER IMAGE:
O'Hare International Airport - Chicago, IL

SMACNA GREATER CHICAGO



WORDS FROM THE PRESIDENT | Ken Wiesbrook addresses the association

WORDS FROM THE PRESIDENT

The sheet metal industry is always adapting and changing. Advanced technologies are constantly introduced that allow our businesses to flourish and offer the best-trained workforce. Just as we are continually seeking out industry-changing technology, we also work diligently to review and update safety standards according to industry needs. This fall, we'll see a significant change coming our way through OSHA's new respirable crystalline silica standard, which significantly lowers the permissible exposure limit of silica dust particles from 250 micrograms/m³ to 50 micrograms/m³ over an eight-hour work shift. The compliance deadline was September 23, and information from 2016 OSHA 300A logs are due December 1. Gary Glader, a Certified Safety Professional, provided an overview on the issue during our last regular membership meeting. *For more information, see pages 7 & 8.*

The sheet metal industry boasts a highly educated workforce, and we're always working to make resources available to keep our contractors on top. A collaboration between the Labor Management Cooperative Committee of SMART Local 265, SMART Local 73 and its contractors offers value to customers through \$200 AC replacement and \$50 clean and check rebates via the I Want SMART program, plus a five-year roof and wall warranty. If there's a problem on a job, we want our customers to know we'll make good on any warranty issues, should they arise. It's just another example of how SMART things happen when labor and management work together!

Ken Wiesbrook, President
SMACNA Greater Chicago

EDUCATION | Construction Education Institute® classes

CEI® CLASSES AVAILABLE

As a SMACNA Greater Chicago member, you can gain valuable information through a number of classes offered at the CEI® in Burr Ridge. Please review the updated catalog posted to our website and take advantage of these **FREE** classes to keep you at the "top of your class." Also, be on the lookout for SMACNA Greater Chicago's monthly Education Alert!



INDUSTRY NIGHT | BuiltWorlds hosted our 2017 Industry Night

INDUSTRY NIGHT FOCUSES ON EMERGING TECHNOLOGY

With 10,000 Baby Boomers retiring every day, and nearly 5.3 million vacant jobs in the skilled trades, the time is now to work smarter — not harder — in the construction industry.

During SMACNA Greater Chicago's second annual Industry Night at BuiltWorlds on September 13, a number of industry vendors showcased their products and technology to members. Featured speaker Aaron Salow, co-founder and CEO of XOEye Technologies, discussed the challenges faced in the industry today, and how investing in technology can be advantageous. "There's an inherent distrust in the

trades," Salow said. Couple that with fewer millennials choosing a career in the skilled trades due to a number of misperceptions, and companies are finding themselves in need of ways to stay efficient on the job.

XOEye Technologies, which provides wearable technology systems, partners with companies to identify opportunities for optimization. By equipping field techs with smart, safety-certified eyewear, communication is instantaneous via a cloud-based software system. XOEye Vision offers real-time video, audio communication and content sharing right from the jobsite — and delivers it to the

people who need it most. It's this kind of new technology that can help leverage the skills trade gap.

Attendance at this year's event was around 60, with close to \$2,500 raised to donate to the Midwest Shelter for Homeless Veterans. "Each year we learn more about our industry through events like this. We want to improve on what we've done so far and offer more valuable information to our members. We already have some ideas for what we can do for next year's event," Tony Adolfs said.





SMACNAGREATERCHICAGO.ORG ONLINE SAFETY STORE | Our new source for purchasing safety materials is live!

A NEW SAFETY PERK FOR SMACNA GREATER CHICAGO MEMBERS

As a SMACNA Greater Chicago member, you can now conveniently purchase many of the safety products you need to keep your workers safe at SMACNAGreaterChicago.org.

"Years ago, we had a similar program that made it economical for our contractors to buy safety equipment. It was a small flyer, a sheet you'd fill out to order materials," said Hank Artlip, SMACNA Greater Chicago board member and president of Artlip & Sons,

Inc. in Aurora. "It's been a few years since we've instituted it, but now we're bringing the concept into the new age where it's online and much more user-friendly. It's just another way to add value for our members."

The online Safety Store has been mobile-optimized, making it convenient for on-the-go members to order products from the field, if necessary. All items — most of which display the SMACNA Greater Chicago logo — are categorized

as personal protective equipment (PPE). They are available for members to purchase at a significantly reduced price, and include free shipping. If items are needed sooner than shipping time allows, members also have a pick-up option by visiting the association office.

Currently, the five products listed below are available in several sizes. Each item was carefully selected based on several factors including comfort, design and value.

"We went through a lot of products and a lot of research. We talked to both large and small contractors to get their opinions on products that would be feasible. These consumable items are something we all need. We're offering good products, and we're certainly offering good prices. It's all part of what we consider to be safety, and we're providing a service to our members." - HANK ARTLIP

AVAILABLE NOW AT SMACNAGREATERCHICAGO.ORG/SAFETY-STORE.HTML



PROTECTIVE GLOVES



HIGH-VISIBILITY SAFETY VESTS



EAR PLUGS



HARD HATS



SAFETY GLASSES



MEMBERS RECOGNIZED | Westside Mechanical and RAM Mechanical receive SMACNA safety excellence awards

SMACNA GREATER CHICAGO MEMBERS WIN SMACNA SAFETY EXCELLENCE AWARDS

CONGRATULATIONS TO WESTSIDE MECHANICAL AND RAM MECHANICAL SERVICES!

Congratulations to SMACNA Greater Chicago members Westside Mechanical of Naperville and RAM Mechanical Services, Inc. of Carol Stream for their excellent safety and health records. Both companies received a safety award from SMACNA National in 2017.

The prestigious awards are presented to participating contractors with the lowest injury/illness incidence rate, as computed

using the OSHA incident rate formula and broken into categories based upon hours worked.

"We're so proud to have two SMACNA Greater Chicago members receive awards this year. Safety is such an important objective for our members, and the entire industry," said Tony Adolfs, executive vice president of SMACNA Greater Chicago. "It's fantastic to see two of our members

achieve this level of safety. It's obviously good for their workers and their business, but it also sets a great example for other contractors both within the Chicago area and throughout the country. SMACNA Greater Chicago members are proving they have placed priorities where it matters — in healthy, happy workers who return home to their families safely each and every night."



WESTSIDE MECHANICAL

FIRST PLACE within the 100,001 – 200,000 man-hour category!



RAM MECHANICAL SERVICES, INC.

THIRD PLACE within the 50,001 – 100,000 man-hour category!



SMACNA GREATER CHICAGO

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SCHOLARSHIP WINNER | Elaine Montgomery

COLLEGE OF FELLOWS SCHOLARSHIP WINNER

SMACNA's College of Fellows has awarded its 2017 scholarships — five funded by the College of Fellows and nine endowed by SMACNA members and chapters. Elaine Montgomery of Elgin, Illinois, was selected as this year's recipient of the Marty & Vic Comforte Endowed Scholarship.

Elaine will receive \$3,000 per year for a total of four years of

undergraduate study. She plans to study communications at Northern Illinois University, and is affiliated with SMACNA Greater Chicago member GHC Mechanical.

The SMACNA College of Fellows Scholarship Program is open to eligible students within the SMACNA extended family, including SMACNA contractors and their employees,

SMACNA Fellows, employees of local SMACNA chapters and National SMACNA, SMACNA National Associate Members and members and families of any of these groups. Though it is hoped that a career in a field related to the sheet metal industry will be considered, applicants may pursue any course of study.



2017 Golf Outing | ANOTHER full event

'17 GOLF OUTING SELLS OUT

The SMACNA Greater Chicago 2017 Golf Outing on August 7 at Midlothian Country Club was another well-attended tournament! 190 golfers played in this year's outing. The sold-out event treated all golfers and attendees to cocktails and a steak and lobster dinner, and golfers were able to choose from a morning or afternoon tee time this year. Big thanks to all of our sponsors!



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YES

YOUNG EXECUTIVES OF SMACNA GREATER CHICAGO

On August 16, we hosted our first Young Executives of SMACNA (YES) event at Joe's Live in Rosemont. More than 50 attendees enjoyed cocktails, appetizers and lively industry conversation. Andrew Yonkus, VP of State Mechanical Services and YES chairman, spoke to the young professionals about the exciting future of this new group.

"The group is going to be led primarily by the four main pillars that we founded it on — networking, socialization, education and mentoring," Andrew said, noting that the educational component will likely include occasional site visits to member organizations for interactive class-type sessions.

"The idea behind YES is to create a positive impact within the sheet metal industry and maintain professional services for our clients. We're just very excited and encouraged about the turnout and, after talking to a lot of people at the first event, my expectation is that this is only going to get bigger as time goes on."

NOV 2017
Wednesday
8

We've tentatively planned our next YES event for Wednesday, November 8th. Stay tuned for more details!

SAY "YES" & CONNECT

If you're a young executive, or know someone who is, join us at our regular YES meetings! Be the first to know about YES events — visit

SMACNAGREATERCHICAGO.ORG



MAJESTIC STEEL USA JOINS
SMACNA GREATER CHICAGO

WELCOME NEW MEMBER

We're pleased to add another member to our growing association! Not only does SMACNA Greater Chicago gain strength in numbers, we also gain more knowledge and expertise within the sheet metal industry.

We proudly welcome the following new member to our organization:

MAJESTIC STEEL USA

NEW MEMBER
MAJESTIC STEEL USA

31099 Chagrin Blvd.
Suite 150
Cleveland, OH 44124
Phone: 800-321-5590
Majesticsteel.com

Registered Representative:
Eric Dalton
edalton@majesticsteel.com



RESPIRABLE CRYSTALLINE SILICA

Face masks and respirators have their place in construction safety, but you're going to need to adopt a more comprehensive plan to comply with OSHA's new standard for respirable crystalline silica.

Silica is virtually everywhere; it can be found in most building materials, including sand, concrete, grout, brick, drywall, tile and many more. Handling these materials is generally safe for workers — until they are cut or ground, which releases tiny particles that can be inhaled into the lungs. Silicosis, cancer and chronic obstructive pulmonary disease (COPD) are all linked to silica exposure.

The new standard significantly

lowers the permissible exposure limit of silica dust particles from 250 micrograms/m³ to 50 micrograms/m³ over an eight-hour work shift. Among other measures, it also requires medical evaluations, written programs and employee training.

Although compliance for the new standard only just took effect on September 23, groups representing labor have challenged certain provisions in the months since the standard was released — specifically, medical monitoring requirements.

"The trouble is, what's going to happen when workers are diagnosed when they have other habits that contributed to their COPD, like

smoking," Glader said. He cited "aggravation of a pre-existing condition," which almost always results in costly claims to the current employer.

Additionally, the medical information doesn't follow the employee, creating further costly, and often unnecessary, medical visits.

Because silica is so universal in the construction industry, nearly every contractor will be impacted by this new standard. Glader suggested identifying your company's routine activities and following the engineering controls, work practices and respiratory protection listed on Table 1 of the standard.

ELECTRONIC RECORDKEEPING

With a compliance deadline of December 1, OSHA's final rule on electronic recordkeeping is right around the corner.

"This isn't getting as much attention, but I think it's a big deal," Glader said. "All companies with more than 20 employees are required to file information from the 300A log electronically on a site that's already up and running by OSHA."

Injury and illness recordkeeping has always been required, but the information is typically filed on an

office shelf. The new rule, however, allows public access in an effort to encourage employers to focus on and improve safety measures within their companies.

"How many of you do pre-bid applications?" Glader asked during his presentation. "That's the part many business owners are struggling with. Now, competitors can see that information."

The final rule also has anti-retaliation provisions in place that prohibit employers from discouraging

workers to report workplace injuries or illnesses. According to Glader, the following practices are prohibited:

- Blanket post-injury drug testing (Glader notes that reasonable suspicion or random testing is OK)
- Safety incentives requiring the absence of injury
- Disciplining employees for safety violations following an injury (in some cases)
- Discipline for late reporting injuries (in some cases)

For questions on how these regulations may impact your business, contact Gary Glader at:

(708) 845-3662

Gary.Glader@TheHortonGroup.com

OSHA STANDARDS | Exploring respirable crystalline silica and electronic recordkeeping

HOW OSHA STANDARDS IMPACT YOUR WORKPLACE

Gary Glader, a Certified Safety Professional with The Horton Group, stopped by our regular membership meeting in September to discuss the impact of two recently updated OSHA standards and rules: respirable crystalline silica and electronic recordkeeping. Glader noted that the year started off fairly quietly with the new administration, but inspection frequency has increased significantly. To avoid hefty OSHA fines — which increased in 2016 — comply with the newest rules and regulations to the best of your ability.



GET TO KNOW | Admiral Heating and Ventilating

GET TO KNOW ADMIRAL HEATING AND VENTILATING

Each issue of The Metal Press will feature a different SMACNA Greater Chicago member's business. Want to be featured? Contact Laurie Leonard at laurie@smacnagreaterchicago.org.

At Admiral Heating and Ventilating, there isn't just one thing that makes the company stand out. From their unique project management style to their fabrication shop, their focus remains the same: keeping their customers happy.

"My father, Ron, started the company in 1952 as a residential contractor, so I grew up in the business," said Bruce Litt, chairman of the board. "It wasn't until the late 1970s that we completed our first big commercial job at WaterTower Place."

Today, Admiral Heating and Ventilating is known for their work in tenant development and remodeling, having completed countless projects for major clients in landmark buildings.

"Tenant remodeling isn't a long, drawn-out process. A typical job requires about 10 people and takes approximately

eight to 12 weeks — but it's not easy work. It takes a lot of coordination," said Tom Coonan, CEO and president. "Some of the time, we're dealing with cumbersome permit processes and elevators that still aren't functioning. It's a unique market and it takes a great team from the top down."

Coonan said a great team is one of the things the company prides itself on, noting that they do things a little bit differently than most.

"We have more of a family atmosphere versus a corporate atmosphere. Our setup isn't typical. Our upper management also mentors and oversees our younger staff both at our home office and our downtown office," he said. "We're all wearing multiple hats. For example, all of our

upper management continues to project manage a high percentage of their own projects. Bruce is chairman and he handles our marketing. We don't have layers of management, which is a little unusual from a business standpoint."

This setup allows the team at Admiral to form close-knit relationships with their clients, since they understand who their go-to person is throughout the entire project and are never bounced around between divisions. Coonan said he feels this management style not only helps them retain great employees, but also helps their bottom line and is integral to their success.

"Our project managers start a job by downloading the prints, and finish the job by picking up the check. We do it all, so we all understand the entire process,

from sales to project management," Coonan said.

Another reason Admiral Heating and Ventilating stands out is they still fabricate their own ductwork.

"We have a state-of-the art facility where we fabricate our own ductwork, which isn't the norm these days. Most people are buying their ductwork, but for us this is another aspect of providing great customer service. If someone needs something tomorrow, we don't want to rely on someone else to deliver," Coonan said. "In tenant development, we don't always have the luxury to wait, so we feel it's a selling point that allows us to determine our own destiny."

Litt and Coonan agree that this ability to determine their own destiny, paired with the opportunity to solve problems, is what they love about the industry.

"Every day is different. You get satisfaction out of a great day, and satisfaction getting through a tough day. We're always accomplishing something, always working through an obstacle and helping our customers solve problems," Litt said.

QUICK FACTS

- 1 SPECIALIZES IN TENANT DEVELOPMENT AND REMODELING**
- 2 RECENTLY ADDED A SERVICE AND PIPING DIVISION**
- 3 OFFERS 24-HOUR EMERGENCY SERVICE**
- 4 ON PACE EXCEED \$60 MILLION IN SALES THIS YEAR**
- 5 NOTEWORTHY CLIENTS INCLUDE GOOGLE AND MOTOROLA**

CONGRATULATIONS TO THE FOLLOWING MEMBERS

Congratulations to the following members for their continued service in SMACNA's committees and task forces! We look forward to their involvement and their efforts to move these national committees and task forces forward.

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Tony Adolfs, SMACNA Greater Chicago

SAVE THE DATE | Holiday Dinner & Dance

2017 HOLIDAY DINNER & DANCE



From spending our first full year in our new office, to launching our online Safety Store, to hosting our first YES event for young professionals, we've accomplished a lot in 2017! Join us to celebrate our many successes — and the upcoming holiday season — during our annual Holiday Dinner Dance on Saturday, December 9, at The Drake Hotel — Oak Brook. Mingle with your friends and SMACNA Greater Chicago members over cocktails and hors d'oeuvres, followed by dinner and dancing. Formal invitations will be mailed in the coming weeks.





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