

THIRD EDITION | 2018

# THE METAL PRESS

2018 ANNUAL CONVENTION



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2018 OKTOBERFEST  
INDUSTRY NIGHT



GALLAGHER

# SMACNA GREATER CHICAGO



WORDS FROM THE PRESIDENT

## KEN WIESBROOK TALKS SUMMER HIGHLIGHTS

What a whirlwind summer our Association has had! A number of terrific SMACNA Greater Chicago member events brought our members together at new venues, and offered fun new experiences. The Annual Conference in Banff kicked off the summer season with an informative work session and plenty of spectacular sightseeing opportunities. The Summer Outing provided an entertaining afternoon watching horse races at Arlington Park, and our 2018 Golf Outing brought plenty of familiar faces and new friends to the Midlothian Country Club.

Coming up is the new and improved Industry Night at Hofbrauhaus Chicago on September 20. Enjoy traditional bratwurst, beer and other German classics as you browse the latest products and services from participating SMACNA Greater Chicago Associate Members. There will also be fun surprises throughout the night! Find out more details on page 8!

At the beginning of the summer, both our Locals elected new presidents. Raymond Suggs is the new president and business manager of Local 73, and John Daniel is the new president and business manager of SMART Local 265. Both of these unions are committed to providing

the highest standard of safety and best training to the next generation of craftsmen and women, and we must always remember that we are their partners in the journey. To that end, John and I try to meet once a month to talk about what's happening in our industry and share our ideas.

As you've surely read about in the news throughout the past several months, a 10 percent tax on imported aluminum and a 25 percent tax on imported steel has been implemented. While this may not affect all our businesses, others have certainly seen the impact to their bottom line with domestic and imported metal prices on the rise. Long-term, we're not sure how the tariffs will shake out — but it's worthy of keeping on your radar.

Finally, I'd like to extend a warm welcome to our newest Contractor Members and Associate Members. The more we grow, the more we all work together to help elevate the sheet metal industry!

**KEN WIESBROOK**, President  
SMACNA Greater Chicago

NEW MEMBERS  
& ASSOCIATE MEMBERS

## WELCOME MEMBERS

SMACNA Greater Chicago is committed to providing members with the resources they need to be the best in the business. Join us in welcoming the following new Contractor Members and Associate Members to our growing association!

### NEW CONTRACTOR MEMBERS

**BR PRODUCTIONS, INC.**

1204 Deer St., Unit A  
Yorkville, IL 60560  
[www.brproinc.com](http://www.brproinc.com)

**DEKALB MECHANICAL INC – DME HEATING & COOLING**

1183 Pierson, Unit 107  
Batavia, IL 60510  
[www.dekalbmechanical.com](http://www.dekalbmechanical.com)

**DEPUE MECHANICAL, INC.**

113 S. Ridge Rd., P.O. Box 857  
Minooka, IL 60447  
[www.depuemechanical.com](http://www.depuemechanical.com)

### NEW ASSOCIATE MEMBERS

**DEWALT**

1650 Miller Park Way  
West Milwaukee, WI 53214  
[www.dewalt.com](http://www.dewalt.com)

**NATIONWIDE COILS, INC.**

24 Foxwood Cir.  
Mt. Kisco, NY 10549  
[www.nationwidecoils.com](http://www.nationwidecoils.com)

**MESTEK MACHINERY, INC.**

373 Randy Rd.  
Carol Stream, IL 60188  
[www.mestekmachinery.com](http://www.mestekmachinery.com)

**MORGAN, LEWIS & BOCKIUS LLP**

77 W. Wacker Dr.  
Chicago, IL 60601  
[www.morganlewis.com](http://www.morganlewis.com)



2018 ANNUAL CONVENTION | Join us at Marriott Marquis San Diego Marina

# JOIN US FOR SMACNA'S 75<sup>TH</sup> ANNUAL CONVENTION

Join us for a celebration! October 14-17 marks the 75th SMACNA Annual Convention, and festivities will take place at the stunning Marriott Marquis San Diego Marina. You won't want to miss this year's lineup of entertainment, educational workshops and picturesque sightseeing opportunities.

WHAT	WHEN	WHERE
<b>75<sup>TH</sup> ANNUAL CONVENTION</b>	<b>OCTOBER 14-17, 2018</b>	<b>MARRIOTT MARQUIS SAN DIEGO MARINA</b>

## ABOUT THE EVENT:

The opening reception on Sunday evening will take place on the flight deck of the U.S.S. Midway Museum, one of the longest-serving and most famous aircraft carriers in U.S. Naval history. Educational sessions begin the following morning, and include hot topics in today's industry, like "Understanding Millennials and iGen in the Workplace" and "Five Steps to Maximizing Return on Investment." During the annual Product Show, you'll be able to browse hundreds of innovative products and services designed to help you become more efficient, competitive and profitable in your business.

## CLOSING CONCERT:

The convention will end Wednesday evening with an upbeat concert featuring multi-platinum singer/songwriter Andy Grammer.

**REGISTER  
TODAY!**

**SMACNAGREATERCHICAGO.ORG/ANNUALCONVENTION**

Reserve your spot for the premier educational and networking event of the year!

## WELCOME NEW BUSINESS MANAGERS

We're excited to continue our longstanding partnerships with these Locals and look forward to a prosperous future within the sheet metal industry!



### RAYMOND SUGGS

New President and Business Manager of SMART Local 73



### JOHN DANIEL

New President and Business Manager of SMART Local 265





LEGISLATIVE WRAP-UP | By Jessica Newbold, Executive Director - IMSCA

# SPRING 2018 LEGISLATIVE WRAP-UP

Illinois lawmakers surprised everyone – including themselves this spring by adjourning session on time – with an approved budget that received bi-partisan support. This year’s adjournment was an event we haven’t seen in years – both Democrats and Republicans lauded the approved budget as a “win”. When budget negotiations first began, Governor Rauner demanded the General Assembly send him a “balanced” budget. The budget the Governor signed last month was described by him as a budget that “can be balanced” after “hard work and continued bipartisan effort”. This, of course, means that the budget isn’t balanced – but both sides believe it’s the most balanced budget Illinois has seen in a very long time. Estimates of the FY ‘19 budget holes, range from \$600 million to \$1.5 billion. Included in the budget important to the construction industry is the capital project spending bill, HB 109.



**JESSICA NEWBOLD**  
Executive Director, IMSCA

In other good news for the construction industry, IMSCA’s legislative initiative **SB 3052** (retainage reform) passed both chambers this year. **SB 3052** amends the Contractor Prompt Payment Act and allows retainage to be withheld at a rate of 10% until a project is 50% complete, then retainage must be reduced to 5%. In short, retainage can be withheld at 10% for the first half of a construction project and 5% for the second half. You may recall that IMSCA has made several attempts to adopt retainage reform legislation. Our success this year is due to our hardworking and passionate bill sponsors – Senator John Mulroe and Leader Luis Arroyo – in addition to all IMSCA members who contacted their elected officials and union leaders. While passage of **SB 3052** is a huge success and win for IMSCA, our work on this bill is not done. The next step is to encourage Governor Rauner to sign the bill into law. I encourage every IMSCA member to send a letter of support to Governor Rauner asking him to sign **SB 3052** in to law.



YES | Our association's young professional group continues to grow

# SAY "YES" TO INVESTING IN THE FUTURE OF OUR INDUSTRY

From the kickoff happy hour mixer, to the Bluebeam and bocce ball event, to the most recent JATC site visit, the Young Executives of SMACNA Greater Chicago (YES) group has slowly begun to evolve since its inception in August 2017.

Each group meeting is designed to bring young professionals together in a casual

atmosphere to help foster relationships outside the typical work environment. Events aim to provide a better understanding of the industry, from the union side all the way up to the challenges of executive leadership.

"We're trying to reach out to the younger crowd — the engineers who are in the office all the time who might know everything mechanical, but they don't necessarily know what's going on in the field, for example," said Mike Suggs, YES committee member and president of Synergy Mechanical. "YES is definitely geared toward the next generation of leaders, to give them a competitive edge with a well-rounded education of the industry as a whole. If someone on the SMACNA board retires, the hope is that some of these people might be successors one day. In a way, it's kind of like a farm team."

Jeff Kilburg, estimator at Artlip & Sons, hasn't missed a YES meeting since the group started.

"As a whole, SMACNA and other association groups are really important in terms of networking opportunities," Kilburg said. "Getting to know your peers who may work at other companies and knowing that you can reach out to them if need be is valuable. We all may compete against each other, but if we all learn to work with each other, we can all accomplish better things within the industry."

Kilburg knows that the construction industry is slower to respond to advancements in technology, and it's one of the things he'd like to see his peers become involved in to collectively move the association forward into the future.

"Younger people are passionate about technology, and we'd like to be the ones to help implement those changes within our industry. It would be cool to see the YES group delve down that path," Kilburg said.

# YES

YOUNG EXECUTIVES  
OF SMACNA GREATER CHICAGO

If you're a young executive, or know someone who is, join us at our regular YES meetings!

[SMACNAGREATERCHICAGO.ORG](http://SMACNAGREATERCHICAGO.ORG)



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GOOGLE ADWORDS | What Google AdWords can do for your business

# THE POWER OF ADWORDS

According to data from Pew Research Center, 66 percent of Americans own at least two digital devices — including a smartphone, desktop or laptop computer, or a tablet — and 36 percent own all three. That's some serious screen time, and a great opportunity for contractors to promote their business to potential local clients!

Enter pay-per-click (PPC) platforms. Taking advantage of digital advertising systems, like Google AdWords, keeps you competitive and shows that you're willing to stay current with the latest technology. AdWords reaches just about anyone, anywhere, so you have control over who sees your messaging — and when they see it — **which is an incredibly powerful tool for your business.**

## SO, WHAT ELSE MAKES A PPC CAMPAIGN SO POWERFUL FOR YOUR BUSINESS?

**Immediate and flexible.** The more your ad runs, the more data that is available for you to begin to track, manage and optimize your campaign to yield the best results for your budget and target audience. Plus, it offers the flexibility to easily turn your ad on or off with the click of a button.

**Data. Data. Data.** PPC advertising campaign ensures that your messaging is in front of the right eyes, and offers real-time data on who clicked your ad, what they were searching for, how long they stayed on your page and more — this gives you the power and advantage to fully understand and follow your specific audience.

**Drive traffic to your website.** Think of your website as a 24/7 sales tool — focusing a campaign around a PPC platform has the ability to drive a specific audience to your website, creating more traffic, which in turn can create more leads for your business.

**Generate profitable, high-quality leads.** Once you have identified your relevant keywords and created a cohesive message, you'll be able to start generating leads to your business. By utilizing trending keywords for your niche, you'll start to find the right leads who are ready to buy what you're offering instead of just browsing.



**SAVE THE DATE**



## SMACNA GREATER CHICAGO MEMBERSHIP MEETING

### REGULAR MEMBERSHIP MEETING

**TUESDAY, SEPTEMBER 11  
BEGINS AT NOON**

Harry Caray's Restaurant  
70 Yorktown Center  
Lombard, IL 60148

Join us for our next Regular Membership Meeting at Harry Caray's in Lombard on Tuesday, September 11.

Featured speaker **RAYMOND SUGGS**, newly elected president and business manager of SMART Local 73, will discuss the future of the Chicago Local under his administration. Officers Dan Ahern and Mike Vittorio will join him to provide an update on the status of the Local union.

**REGISTER TODAY BY VISITING  
SMACNAGREATERCHICAGO.ORG**

For more information, call or email Laurie:  
**Laurie@SMACNAGreaterChicago.org**  
or **708-544-7007**.



MEMBER SPOTLIGHT | Synergy Mechanical

MEMBER  
SPOTLIGHT

# WRIGLEY FIELD PROJECT AMONG RECENT ACHIEVEMENTS AT SYNERGY MECHANICAL

When Mike Suggs took over as president and owner of Synergy Mechanical, Inc. in January 2015, there were eight field technicians. Today, 14 highly trained HVAC technicians are employed in the Hillside-based office, plus additional office personnel.

"Once I became owner, we became very aggressive. The crew that we have are workaholics, and we kind of eat, sleep and drink test and balance right now," Suggs said. "To put my ambition in the driver's seat selling work, and to have the backup of manpower and talent we have — it's starting to catch fire, and more people are starting to notice it."

Synergy Mechanical is a licensed provider of testing and balancing services for the HVAC industry in the Chicago metropolitan area. Their services and specialties include testing and balancing for HVAC air and hydronic systems; duct leakage, pressurization, LEED OA system, fume hood and preconstruction testing; spiral manufacturing; service and maintenance; and more.

"Every contractor is different in how they do things and want things done, so learning the different personalities and molding ourselves to fit what they're

looking for is an interesting challenge for us," Suggs said. "We're always evolving to better fit what they want in a company, and work to provide the best service and experience possible."

Currently, the growing team at Synergy Mechanical is working with more than 35 mechanical companies on various projects throughout Chicago and the surrounding suburbs. The team balanced the base building system and tenant buildout for AJ Gallagher, the newly renovated 11-story building located in Rolling Meadows. The 67-story high-rise of One Bennett Park — situated on the lakefront of the Streeterville neighborhood at 451 E. Grand — features both rental apartments and condominiums. The technical team is performing the air and hydronic testing for the entire building, prior to its targeted completion date in 2019. Synergy Mechanical is also providing all testing and working commissioning agents for several other luxury high-rises in Chicago — including Eight Eleven Uptown, Wicker Park Connect and Riverline.

While tenant buildouts, hospitals, labs, and high-rise residential living keeps

Suggs' team busy, it's certainly not the only work the company has scored recently.

"We're doing Phases 4, 5 and 6 of the renovations at Wrigley Field, and we just finished Phase 4 for Advanced Mechanical," Suggs said, noting much of the work included extensive suite-level enhancements. "We also performed work on the new Cubs office building adjacent to Wrigley Field. When the Cubs call and tell you they need something, you do it!"

Suggs is proud of the work Synergy Mechanical has performed since he became owner and president of the company just three short years ago.

"I would say that biggest achievement is our hours are up over 50 percent since 2015," Suggs said. "We went from 9,400 to almost 20,000 hours by the end of 2017, so we well over doubled in size in three years, and are on pace to double sales this year, as well. It's growing out of control, in a good way. Since this is my first time owning a business, I don't want to jinx anything — I just want to let it keep rolling and enjoy the experience!"



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ASSOCIATE MEMBER SPOTLIGHT | Enterprise Fleet Management

**ASSOCIATE  
MEMBER  
SPOTLIGHT**

# ENTERPRISE FLEET MANAGEMENT OFFERS CUSTOMIZED, CLIENT- BASED SOLUTIONS

From small, family-run contracting companies to large, multi-office organizations, Enterprise Fleet Management offers transportation solutions for a wide range of fleet sizes.

"We have a lot of business in the trades, like electricians and mechanical contractors, for example, and vehicle management isn't their core competency," said Drew Kellogg, Enterprise Fleet Management senior account executive. "If they can outsource that need through us, it allows them to focus on what they do best. As far as the services we offer, we can select and source vehicles, insure vehicles, offer maintenance solutions, fuel management and help with the vehicle resale and disposal process. We feel pretty strongly that we can help businesses do it all more efficiently."

The commercial division of Enterprise Rent-A-Car is committed to helping clients save money and delivering the most value through a suite of easy-to-use reporting and management tools. Plus, the online and mobile-based tools can be

customized to fit each client's business needs.

"A lot of things change in the auto industry year over year, so our total cost of ownership reporting compares all the manufacturers with each other to figure out which has the lowest operating cost from acquisition through disposal," Kellogg said. "There's a lot of visibility on our website about what customers are spending in maintenance, what they're spending in fuel, and if we can get members to be more proactive with forecasting and future needs, we can help save them money by bypassing the local dealerships and sourcing right from the manufacturer."

The fleet management solutions provider also offers a handy mobile app to help field technicians become more autonomous in the management of their own vehicles — from mileage reporting, to roadside assistance, to accident reporting — without disrupting the home office. And don't forget about safety! Enterprise Fleet Management partners with SambaSafety and Geotab

to track driving behavior and productivity, and provide relevant analytics to clients interested in their safety monitoring program.

Enterprise Fleet Management has been a SMACNA Greater Chicago Associate Member for nearly three years — and finds the partnership valuable and rewarding.

"We're a part of many associations on a local and national level, but one thing we like about SMACNA Greater Chicago is that it's a fairly intimate association where there's a pretty tight bond with all the general members that are part of SMACNA," Kellogg said. "I don't think there's any other association we're a part of at a local level where we can be in a room with a majority of our customers for that extended period of time, especially with the industry discussions they have during their membership meetings. The more we know about what's going on in the industry, the more we can tailor our offerings to be more valuable to their businesses."



INDUSTRY NIGHT | Business and brews at Hofbräuhaus Chicago

## 2018 OKTOBERFEST INDUSTRY NIGHT

Industry Night has been reinvented to bring more education, energy and entertainment all while building more industry connections and enhancing existing partnerships. The Oktoberfest theme will allow us to provide our members the opportunity to learn about the products and services available from our associate members in a fun and relaxed atmosphere.

Our Oktoberfest Industry Night is a great event for seasoned industry professionals as well as our younger members and leaders from our YES group. We hope to have a big turnout as this is an event you will be glad you attended!

Oktoberfest Industry Night 2018 will be held from 5:30-8:30pm on September 20th at Hofbräuhaus Chicago, 5500 Park Place, Rosemont, IL 60018.

WHEN	WHERE	COST
<b>SEP. 20, 2018</b> 5:30 - 8:30 p.m.	<b>HOFBRÄUHAUS CHICAGO</b> 5500 Park Place, Rosemont, IL 60018	<b>EVENT ADMISSION IS \$20</b>



EDUCATION CLASS | A class for foremen & supervisors

## DEVELOPING YOUR WORKFORCE

As natural mentors on the jobsite, it is up to the foremen and supervisors to train their workers to become the next industry leaders! Throughout the day, featured instructor Nic Bittle — founder of Work Force Pro — will walk new managers, supervisors and new hires through a variety of ways to develop your team.

WHEN	WHERE	COST
<b>NOV. 14, 2018</b> 8 a.m. - 4 p.m.	<b>REGENCY TOWERS CONFERENCE CENTER</b> 1515 W. 22nd St., Oak Brook, IL 60523	<b>MEMBERS: \$35</b> <b>NON-MEMBERS: \$75</b>

**REGISTER  
TODAY!**

**SMACNAGREATERCHICAGO.ORG/EDUCATION**  
For more information, call or email Laurie:  
**Laurie@SMACNAGreaterChicago.org** or **708-544-7007**.

EDUCATION CLASSES

## COMING FALL 2018

The Construction Education Institute offers over 70 courses a year and they are FREE to SMACNA Greater Chicago members.



### ACTIVE SHOOTER/ WORKPLACE VIOLENCE

*A Coordinating  
Committee Program*

**OCT. 24, 2018**

8 a.m. - 10 a.m.  
Maggiano's – Woodfield



### FOREMAN/FIELD SUPERVISOR PROGRAM

**NOV. 14, 2018**

8 a.m. - 4 p.m.

EDUCATION CLASSES

## COMING IN 2019

- ✓ **2019 LEADERSHIP PROGRAM**
- ✓ **LUNCH & LEARNS**
- ✓ **TECHNICAL SCHOOL (NATIONAL TRAINING)**
- ✓ **SUCCESSION PLANNING**
- ✓ **10-HOUR OSHA TRAINING**
- ✓ **30-HOUR OSHA TRAINING**





2018 GOLF OUTING RECAP | More than 200 members attended this year's outing!

# GOLF OUTING RECAP

More than 200 SMACNA Greater Chicago members and golfing enthusiasts joined us for our 2018 Golf Outing at Midlothian Country Club on August 6. The event was broken into a morning session and an afternoon session, each featuring cocktails and a delicious steak and lobster meal.



## CONTEST WINNERS

Additional contests and activities took place throughout both morning and afternoon play, including the categories of closest to the pin, longest drive, longest putt and low gross score. Congratulations to all of the winners!



### MORNING SESSION WINNERS:

**Closest to the Pin:** Kevin O'Reilly and Ted Paleczny  
**Longest Drive:** Justin Miller  
**Longest Putt:** Tom Keller  
**Low Gross:** Pete Maier



### AFTERNOON SESSION WINNERS:

**Closest to the Pin:** Paul Cepek and Mike Ryan  
**Longest Drive:** Aaron Conlon  
**Longest Putt:** Ben Bray  
**Low Gross:** Tim Johnson

**50/50  
RAFFLE  
WINNER!**

## CONGRATULATIONS TO NEAL DAHLMAN!

For the second year in a row, congratulations to Neal Dahlman, winner of the 50/50 raffle! This year's raffle raised \$600 in support of the Kendall County Special Olympics, which gives those with special needs the opportunity to play in a variety of sports. We appreciate those who participated and contributed to this worthy cause.

## 2018 EVENT SPONSORS



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ATTORNEYS & COUNSELORS



## 2018 HOLE SPONSORS

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 NEHLSSEN COMMUNICATIONS, INC. | TAL-MAR CUSTOM FABRICATORS, INC.



SUMMER OUTING RECAP | Members enjoyed an exciting day at Arlington Park

# A DAY AT THE RACES 2018 SUMMER OUTING RECAP

We couldn't have asked for more beautiful July weather as we gathered for our annual Summer Outing on July 28 at Arlington Park. Nearly 115 members attended this year! The day featured Horses & Hounds, and everyone could check out the adoptable dogs from local shelters and learn how to help retired racehorses.

Our event started with delicious house specialties from a buffet-style chef's table, followed by Track Talk — an exclusive presentation on wagering and betting basics — by a professor from Arlington University.

After lunch, the festivities continued outside so everyone could enjoy the track and turf races. From Southsider, to House of Cortez, to Lemon Princess, we watched and betted on a number of exciting horse race wins — with some unexpected fun watching the runaway corgi after the corgi races!

Thanks to our members for always helping make our events lively. Be sure to "like" our Facebook page (@smacnagreaterchicago), and visit often for details on new events as they become available!



"LIKE" US ON FACEBOOK:  
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