

SMACNA GREATER CHICAGO

METAL PRESS

ASSOCIATION NEWSLETTER

**AMS INDUSTRIES:
CELEBRATING 60 YEARS
OF INTEGRITY AND
EXCELLENCE**

P. 7-8

**NEW DOL RULE REQUIRES
PROPERLY FITTING PPE
FOR ALL WORKERS**

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**RECAP:
2023 INDUSTRY NIGHT**

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SMACNA
GREATER CHICAGO

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You'll find QR codes throughout the newsletter that take you to additional content online, including relevant links or event and class registration.



LETTER FROM THE PRESIDENT

CHANGING CONSTRUCTION LANDSCAPE BRINGS NEW OPPORTUNITIES

It's no secret the construction industry is aging. In fact, data from the CDC in 2022 reported the industry's average age of retirement was 61, with 1 in 5 workers older than 55. That means the landscape of business ownership is shifting. We've seen it at our local level throughout the past handful of years — owners have followed the path toward well-deserved retirement, taking decades of experience with them and encouraging a younger generation of workers and leaders to step up and fill the gap.

This change has created a unique opportunity for our young executives and leaders to get more involved, both in SMACNA Greater Chicago and the industry as a whole. From the Young Executives of SMACNA (YES) group and regular membership meetings, to the many networking events and both local and national committees, there's no shortage of opportunities for people to get their foot in the door. If you're interested in becoming more involved, I encourage you to speak with Tony Adolfs, who can help direct you to the group that could best use your talents.

As of the time of this writing, the SMACNA Annual Convention has not yet taken place. However, I still want to congratulate Hill Mechanical, who was recently named the 2023 SMACNA Safety Innovation Award winner for their unwavering commitment to creating a robust safety culture. Hill will officially be recognized during the national convention.

Finally, I want to thank you for your support during my term as president of our chapter. Recruiting and training the workforce of tomorrow and maintaining a positive working relationship between labor and management have been important issues to me, as I know they are to many of you. With incoming president Jeff Lukitsh, I have no doubt I leave you in capable hands. Jeff's expertise and steady energy will continue to lead our association — and our industry — forward.

Hank Artlip
President, SMACNA Greater Chicago

3 BIG THINGS

Due to the rising costs of higher education, apprenticeship programs and other college alternative pathways to a high-paying career are becoming more popular. With the 9th annual National Apprenticeship Week on the horizon, set for Nov. 13-19 this year, we explore the benefits of hiring union apprentices in your shop.

3 BIG THINGS

3 REASONS TO HIRE APPRENTICES

Thanks to the rising costs of a higher education (not to mention the burden of student loan debt that can sometimes accompany those degrees), apprenticeship programs and other college alternative pathways to a high-paying career are becoming more popular.

With the 9th annual National Apprenticeship Week on the horizon, set for Nov. 13-19 this year, let's explore the benefits of hiring union apprentices in your shop.

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TRAINING THE FUTURE OF THE WORKFORCE

About 1 in 5 construction workers is 55 years or older. With retirement nearing for this group of experienced workers, the future of our industry depends on recruiting and training the students and underemployed adults who join our apprenticeship programs.

By getting a superior education from some of the most talented sheet metal professionals in our local unions, apprentices are able to apply that classroom knowledge to real-world situations on the jobsite. Because this younger generation has grown up with technology, they're also eager to learn and work with the cutting-edge technology available in our industry. Sooner than we think, today's workforce will become tomorrow's leaders.



REDUCTION IN CREW COSTS

With apprentices on your team, not only are they gaining valuable hands-on work experience, but your bottom line will reap the benefits of a reduction in crew costs.

Let's assume you have a 3-person crew average. By including one apprentice on a crew with a more experienced lead/journeyman, you're better able to calculate your base rate for sending that crew on projects. Since the apprentice's wage and benefits package is lower, it'll bring down your labor rate (while still allowing your markup and profit margin), making it a smart and cost-effective strategy for winning more project bids and keeping you competitive.



INCREASED DIVERSITY IN THE INDUSTRY

According to the Bureau of Labor Statistics, only 9.9% of construction professionals were women as of 2021, 6.2% were black and 2% were Asian. Targeted recruitment efforts to improve diversity in apprenticeship programs not only satisfies Department of Labor (DOL) requirements for most union training programs, but it also opens the door to many more qualified applicants from these underrepresented groups.

Additionally, creating a more inclusive workforce fuels creativity, productivity, job satisfaction and performance. On the management side, a 2018 McKinsey study found that businesses with diverse executive teams were 33% more likely to outperform their competitors. Presumably, a similar concept would apply to the labor side of the industry as well.



LEGISLATIVE UPDATE

Jessica Newbold Hoselton, IMSCA Executive Director, shares an update on the legislative landscape of the Illinois General Assembly and the bills and initiatives supported by IMSCA.



LEGISLATIVE UPDATE

FALL 2023

Jessica Newbold Hoselton | IMSCA Executive Director

The Illinois General Assembly concluded the spring 2023 legislative session in May. In total, more than 6,500 bills were introduced this year, and Gov. Pritzker spent the summer reviewing all that were presented to him for approval. In total, he signed 561 into law: 343 House bills and 218 Senate bills. The Governor issued vetoes on six bills, including an amendatory veto on HB 2878. Among other provisions, HB 2878 included IMSCA’s legislative initiative seeking retainage reduction on public construction projects.

As SMACNA Greater Chicago members know, IMSCA has worked tirelessly for many years seeking retainage reform in Illinois. In 2019, IMSCA was successful in getting a law approved that reduced retainage on private construction projects. This spring, we focused our efforts on seeking a reduction in the amount of retainage that can be withheld on public construction projects. Some local governments, such as the City of Chicago and Cook County, have voluntarily reduced or eliminated the withholding of retainage on

their projects. Other state agencies, like the Illinois Capital Development Board have voluntarily reduced retainage to 5% for the second half of their projects. Most other states restrict the amount of retainage that may be withheld on public projects, but Illinois is not one of them.

For these reasons, IMSCA engaged in hard-fought negotiations with stakeholders, including the Illinois Bankers Association, Illinois Municipal League and the Illinois Association of School Boards. Our negotiations resulted in an agreement on legislation to provide that retainage may be withheld at a rate of 10% for the first half of a public construction project but reduced to 5% upon 50% completion.

This provision was included in HB 2878. In addition to including IMSCA’s retainage reduction language, HB 2878 also included provisions that made significant changes to the Illinois Procurement Code, Public Construction Bond Act, expanded the use of Public Private Partnerships (P3s) and other statutes important to contractors. On August 11, Gov. Pritzker issued an amendatory veto on HB 2878, citing concerns with the expanded use of P3s in Illinois, “while not providing proper oversight.” His message further stated:

“... As written, the bill creates a pathway for private industry to enter P3 agreements locally that skirts transparency and anti-corruption requirements established in state statute, including ethics, BEP, campaign finance, and procurement laws. The potential in this bill for opacity and corruption is too great. In addition, the bill as written puts the state at greater risk of project failure because it decreases competition and reduces the opportunity for public input into project planning and implementation currently required for other P3 developments under state law ...”

WHAT DOES THIS MEAN AND WHAT ARE THE NEXT STEPS?

The Illinois General Assembly will return to Springfield for a fall veto session from October 24-26 and November 7-9, to provides them the opportunity to respond to the Governor’s veto actions.

When lawmakers convene for the veto session, the House will consider HB 2878 first, and can respond to the Governor’s veto action in the following ways:

- 1 The chamber can vote to override the Governor’s suggested change and to enact the bill the way it was originally passed. A 3/5 majority (71 votes) is required for this action.
- 2 The chamber can vote to accept the Governor’s specific recommendation for change. A simple majority (60 votes) is required for this action.
- 3 The chamber can take no action; in which case, HB 2878 is dead.

If the House votes either to override or accept the Governor’s specific change, then the bill and motion must be considered by the Senate within 15 days of the House’s action. Thereafter, the same procedure will happen in the Senate. If both the House and Senate override, then HB 2878 will become law as it was approved by the Illinois General Assembly in May 2023.

If the House and Senate both accept the Governor’s specific recommendation for change, then HB 2878 will again be presented to the Governor for certification of said action, and HB 2878 will become law as amended by the Governor.

Your IMSCA staff and lobbying team looks forward to working alongside members and lawmakers this fall to ensure retainage reduction on public construction projects becomes a reality in Illinois.

QUESTIONS OR COMMENTS?

Contact Jessica Newbold Hoselton at 217.523.4361 or JNewbold@BoldNewstrat.com

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MEMBER FEATURE: AMS INDUSTRIES

The story of AMS Industries began in 1963. What started as a small refrigeration company out of a former gas station facility has grown into a team of 500+ field craftspeople and 160 office personnel operating out of four locations. A lot has changed in 60 years, but the cornerstones of integrity and excellence remain the same.

AMS INDUSTRIES: CELEBRATING 60 YEARS OF INTEGRITY AND EXCELLENCE

When John Berzanskis Sr. founded Antarctic Refrigeration back in 1963, he simply wanted his small company to be known for putting his customers first. The company has seen many changes during its 60 years — including the 1982 purchase by John Berzanskis Jr., a name change to AMS Mechanical Systems in 1985, a

“WE’RE A ONE-STOP-SHOP OF MULTIPLE DISCIPLINES AND A COMMITMENT TO EXCELLENCE BY PROVIDING A FULL SUITE OF MEP+™ SERVICES AND SOLUTIONS.”

Mike Catanzaro | *Vice President of Commercial HVAC*

2017 transition to become 100% employee owned under the leadership of President/CEO Ben Campbell, and a recent rebrand to AMS Industries in 2022 — but the cornerstones of integrity and excellence remain the guiding principles of the business.

Throughout six decades, AMS Industries has built a solid reputation by offering HVAC, plumbing, industrial refrigeration, heavy industrial, electrical, fire protection, systems integration and security/alarm services to clients across a variety of markets. They also have an in-house engineering and system design team that works collaboratively with clients to solve some of their most pressing challenges.

“We’re a one-stop-shop of multiple disciplines and a commitment to excellence by providing a full suite of MEP+™ services and solutions,” said Mike Catanzaro, Vice President of Commercial HVAC. “We have thousands of collective years of experience under one roof, along with a state-of-the-art fabrication facility.”

to meet the evolving demands of our clients while maintaining the highest standards of quality.”

With offices in Illinois and Indiana AMS quality can be seen throughout the Midwest and, as of May 2022, the company expanded into Nashville, Tennessee. Recently, AMS installed a 145-ton rooftop unit for a healthcare client with 100 VAV boxes, including in-house engineering and installation of a full building automation system serving patient and procedure rooms.

Greater Chicago Food Depository was a true showcase of the team’s MEP+™ capabilities as they self-performed plumbing, sheet metal, piping,



The 110,000 sq. ft. custom fab shop at the corporate headquarters in Woodridge, Illinois, allows the team to fabricate all ductwork for commercial, industrial, nuclear and food-grade applications. As part of their commitment to continuously improve their manufacturing capabilities, AMS recently purchased a new PPI Laser Pro Cutting Machine for the fab shop and invested in a state-of-the-art Novarc robotic welding machine and Watts CNC pipe cutting machine.

“This cutting-edge technology will enhance our welding processes, drive efficiency and increase our overall productivity,” Catanzaro said. “Operational since May 2023, the Novarc robotic welding machine has bolstered our competitive edge and better positioned AMS Industries as an industry leader in delivering top-notch, on-schedule projects. With the pipe cutting machine, we’re now better equipped

refrigeration and temperature controls. The 37,000 square foot, phase 2 project with Skender Construction is scheduled to be completed early 2024.

“As we move forward into 2024, AMS Industries remains dedicated to fostering growth and embracing innovation,” Catanzaro said. “Our investments in advanced machinery reflect our determination to remain at the forefront of the industry. We are committed to staying agile, adapting to market trends and exploring new opportunities that align with our strategic goals.”

AMS Industries is a proud employee-owned company consisting of 500 field craftspeople and 160 office personnel. They’ve been a proud member of SMACNA Greater Chicago since 1997, with Catanzaro serving on the Board of Directors.

AMS INDUSTRIES

- 1. Open your camera
- 2. Hover it over this



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MARKETING: SCARING OFF CUSTOMERS WITH YOUR FRANKENSITE?

If your website is a fright to manage, runs slow as Frankenstein and isn't generating leads, it could be time to breathe life into a new creation. But updating your site to today's standards doesn't have to be a monster undertaking with our tips.

MARKETING: SCARING OFF CUSTOMERS WITH YOUR FRANKENSITE?

If your company website is a poorly designed, lumbering, disorganized mess, you likely have a Frankensite on your hands. Often, these sites lack clear messaging, are outdated and don't prioritize the mobile-first experience today's consumers have come expect.

According to a WebFX study, 94% of first impressions are related to your website's design. But looks aren't everything — a Top Design Firms survey shows 42% of users will abandon a site with poor functionality, and 61% say they'll go to another site if they don't find what they're looking for in about five seconds. Yikes.

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EVEN IF YOU'RE WORKING WITH A FRANKENSITE, UPDATING TO TODAY'S STANDARDS DOESN'T HAVE TO BE A MONSTER UNDERTAKING. HERE ARE SOME RECOMMENDATIONS TO CONSIDER:

HAVE AN EASY-TO-DIGEST MOBILE PLATFORM.



With more than 55% of all web traffic coming from people using mobile devices, it's clear they're getting their information on the go. An easy way to produce a mobile-friendly site is by using a responsive design that automatically adapts to the screen size of the device. And when a site is being viewed on a smaller screen, it's essential to strike a balance between clean and modern, with an intuitive user experience.

AVOID BAND-AID FIXES.



Frankensites often start with a generic template and can include various plug-ins and other non-custom pieces as time goes on. Although functional, this quick fix approach will never deliver a cohesive look or seamless functionality. Whether you want to capture leads or generate sales, keep your end goal in mind so you can customize your site to deliver information in the most efficient way possible.

OPTIMIZE EVERYTHING.



Staying current with today's standards and SEO best practices only helps boost your web performance. Make sure to optimize everything — from site speed, to clean code, to properly optimized images, to keywords — to ensure a fully-functional, uncluttered site that gives users the experience they're looking for.

MONITOR USER ENGAGEMENT.



Platforms like Google Analytics are great tools to help you understand how people interact with your website, and even find it in the first place. Is it organic or paid traffic? Which pages are visited most? Where in your geographic area is traffic coming from? By leveraging all this information and more, you'll be able to better target your customers and create a better online experience.

As the end of the year approaches and you're forecasting budgets for the coming year, check in on the state of your website. If it's a fright to manage, runs slow as Frankenstein and isn't generating leads, it could be time to breathe life into a new (website) creation.



SMACNA ANNOUNCES SAFETY EXCELLENCE AWARD WINNERS

Congratulations to Air Comfort on becoming a first-place Safety Excellence Award winner! The SMACNA Greater Chicago member company was officially recognized for their safety efforts during this year's SMACNA Annual Convention.

NEW DOL RULE REQUIRES PROPERLY FITTING PPE

This summer, the Department of Labor proposed a rule to update an existing PPE standard to clarify that PPE must fit each employee properly to protect them from occupational hazards. The rule, slated to go into effect in October, is not expected to increase employer costs or compliance burdens.

SMACNA ANNOUNCES SAFETY EXCELLENCE AWARD WINNERS

The 2023 SMACNA Safety Excellence Award Program Survey results once again proved SMACNA contractors continue to make safety and health a top priority.

We're pleased to announce SMACNA Greater Chicago member Air Comfort was officially presented with a first-place Safety Excellence Award in the 100,001-200,000 man-hours category during the SMACNA Annual Convention! They were also recognized as one of 32 member firms that reported a zero OSHA incidence rate the prior calendar year — an exceptional accomplishment demonstrating a strong safety culture.

SMACNA members who complete the annual Safety Excellence Award Program Survey help create and recommend new lifesaving industry safety programs and initiatives. Congratulations to Air Comfort and all other winners!

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ONE SIZE DOESN'T FIT ALL: NEW DOL RULE REQUIRES PROPERLY FITTING PPE FOR ALL WORKERS

Today's construction leaders recognize the impact of investing in a culture of safety. But despite the toolbox talks, webinars and hands-on trainings, one thing seems to be lacking: personal protective equipment (PPE), particularly for women who work in the construction industry.

While OSHA requires employers to identify, provide and pay for PPE, there are no specific requirements as to the type of PPE they must provide. Because of this, a recent survey by The Center for Construction Research and Training found that 77% of tradeswomen were exposed to unnecessary hazards due to ill-fitting PPE, and OSHA estimates about 10% of all workers currently wear poorly fitted PPE.

PEOPLE COME IN ALL SHAPES AND SIZES ... WHY SHOULDN'T PPE?

This summer, the Department of Labor proposed a rule to update an existing PPE

standard to clarify that PPE must fit each employee properly to protect them from occupational hazards. The rule, slated to go into effect in October, is not expected to increase employer costs or compliance burdens.

"PPE only works well when it's worn correctly and fits right, and we know compliance often trends down if something is uncomfortably tight or too loose that it becomes a caught-in hazard" said Tony Adolfs. "This update, while certainly beneficial to women in construction, helps improve the effectiveness and safety of all workers of different body types and sizes."

Additionally, properly fitting PPE helps cut down on jobsite injuries, which may also reduce workers compensation claims to cover medical bills and lost income.



SMACNA GREATER CHICAGO'S SAFETY PROGRAM

Visit the online Safety Store to stock up on a variety of safety products to help keep workers safe on the job!
SMACNAGreaterChicago.org/Safety/Safety-Store





BY INVESTING IN AI-POWERED SOLUTIONS, WE STAND TO BENEFIT IN A VARIETY OF WAYS:

PLANNING/DESIGN/PROJECT MANAGEMENT



AI is now being used throughout all aspects of construction, from concept through completion. Using this technology can better identify areas to reduce costs, avoid delays and stay on track during a project’s lifecycle. It also allows for real-time collaboration so teams can make better decisions and work more efficiently as a group.

SAFER AND MORE PRODUCTIVE JOBSITES



AI-powered robotics on the jobsite can perform repetitive tasks more efficiently than human workers — leaving those workers to focus on other aspects of the project. Some autonomous robots, cameras and sensors can also scan and track worker productivity and equipment on-site, as well as monitor and alert managers to potential safety hazards.

BETTER BUILDING PERFORMANCE AND MAINTENANCE



Leveraging AI in BIM models can help engineers and project stakeholders use data to best optimize space. Additionally, facility managers can monitor critical functions to better predict maintenance needs and prevent equipment failure.

Despite its many benefits, AI may also present challenges and limitations, particularly for smaller contractors. As with most technology, the initial cost may be prohibitive — but continued advancements in technology could see those barriers subside in the future. Additionally, AI is heavily reliant on the availability of accurate data. If firms are lacking in their data collection and management, AI could prove less than helpful.

To make the most of today’s AI technology, you should choose a connected construction platform to store your data in one place, making integration easier and more efficient in the future.

TECHNOLOGY: THE ROLE OF AI IN THE CONSTRUCTION INDUSTRY IS GROWING

Recent data shows global AI in the construction market is expected to increase to more than \$39 billion in the next decade. The demand is there, and our industry needs to keep pace.

TECHNOLOGY: THE ROLE OF AI IN THE CONSTRUCTION INDUSTRY IS GROWING

“Hey Siri, what’s my calendar look like today?”

“Hey Siri, what’s the weather?”

“Hey Siri, turn on the Bears game.”

Artificial intelligence (AI) has become so engrained in our daily lives, we don’t even realize we’re using it. Siri is just one example of AI-powered learning that, the more you use it, the better it knows what you need. Chatbots are another intelligent solution allowing machines to answer frequently asked questions, direct calls, even take and track orders. And if you’ve been on LinkedIn lately, you’ve probably noticed the platform has started to integrate AI features for job descriptions, recruiter messages and more.

With its abundance of data, the construction industry is poised to benefit from the rise of AI-powered solutions. In fact, according to recent data, global AI in the construction market generated about \$1.9 billion in 2022 and is expected to increase to more than \$39 billion by 2032. The demand is there, and our industry needs to keep pace.

WELCOME NEW MEMBERS

The strength of SMACNA Greater Chicago lies in the expertise and energy that each of our valued members brings to our association. Join us in welcoming our newest members!

RECAP: SEPTEMBER MEMBERSHIP MEETING


Tech guru Beth Ziesenis of Your Nerdy Best Friend joined us during our September membership meeting. She touched on various resources and apps to help attendees become more productive in their professional and personal lives.

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WELCOMING NEW MEMBERS TO SMACNA GREATER CHICAGO

The strength of SMACNA Greater Chicago lies in the expertise and energy that each of our valued members brings to our association. Join us in welcoming our newest contractor member, Alloy Architectural Solutions and our two new associate members, IGT Logistics, Inc. and Johns Manville!



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RECAP: SEPTEMBER MEMBERSHIP MEETING

During our regular membership meeting on September 12, members enjoyed the break in their afternoon to socialize and enjoy a casual lunch at Gibsons Bar & Steakhouse. When everyone had their fill, we welcomed tech guru Beth Ziesenis of Your Nerdy Best Friend for a fast-paced and engaging presentation on AI for Productivity.

Backed by data from tech company Filtered, Beth touched on several of the 100 most useful productivity tips, along with the resources and apps to help become more productive using the various methods. These included:

- TIMEBOXING
- MEETING MANAGEMENT
- EMAIL MANAGEMENT
- DISTRACTION MANAGEMENT
- AUTOMATING TASKS

Ziesenis expanded on her productivity hacks for professionals with a free 2-hour workshop on September 13. Hank Artlip, SMACNA Greater Chicago President, attended and found the session valuable — particularly the more in-depth look at timeboxing. “Tony does a great job of bringing in the right kind

of classes and training for members, and Beth’s presentation taught us some useful time management skills,” Artlip said. “With timeboxing, you set aside chunks of time throughout your day to focus on a specific task at hand — and only that task,” Artlip said. “You’re not checking your emails, mindlessly scrolling or doing anything that stops what you were doing productively,

and it’s a concept of controlling your world that’s used by very successful people in other industries.”

Indeed, the practice of timeboxing gives users a better visual of their daily workflow, not to mention

a comprehensive record of what’s been done throughout the week. If you’ve heard of Parkinson’s Law, which states that work expands to fill the time available, you’ll likely notice a measurable difference in productivity and efficiency with the implementation of timeboxing.

Some easy ways to get started with this method is to make use of your organization’s shared calendar functionality, try GetClockwise.com or start a free 2-week trial of RescueTime.com.

Don’t miss out on our next membership meeting, scheduled for November 14. See you then!

“WITH TIMEBOXING, YOU SET ASIDE CHUNKS OF TIME THROUGHOUT YOUR DAY TO FOCUS ON A SPECIFIC TASK AT HAND – AND ONLY THAT TASK ... IT’S A CONCEPT OF CONTROLLING YOUR WORLD THAT’S USED BY VERY SUCCESSFUL PEOPLE IN OTHER INDUSTRIES.”

Hank Artlip | SMACNA Greater Chicago President

RECAP: ANNUAL GOLF OUTING 2023

Our Annual Golf Outing at Stonebridge Country Club saw more than 140 golfers join together for a summer day of socializing and industry partnership.



ANNUAL GOLF OUTING 2023

On August 2, we hosted our Annual Golf Outing at Stonebridge Country Club, an Illinois Top 25 golf course designed by Tom Fazio. More than 140 golfers joined together for a beautiful summer day of socializing and industry partnership, because at the end of the day, that's what our association is all about. Thanks to everyone who was able to join us!

2023 GOLF OUTING BY THE NUMBERS

140+

ATTENDEES

32

CONTRACTOR COMPANIES

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CONGRATS TO THE WINNERS!

-  **WOMEN'S LONGEST DRIVE**
Alison Ward, Westside Mechanical, Inc.
- MEN'S LONGEST DRIVE**
Ron Selby, Imperial Crane Services, Inc.
-  **WOMEN'S CLOSEST TO THE PIN**
Alison Ward, Westside Mechanical, Inc.
- MEN'S CLOSEST TO THE PIN**
Matt Owen, Atomatic Mechanical Services, Inc.
-  **LONGEST PUTT**
Mark Sills, Air Products Equipment Company
-  **WOMEN'S LOW GROSS**
Dana Davis, Imbert International
- MEN'S LOW GROSS**
Mark Sills, Air Products Equipment Company
-  **WOMEN'S LOW NET**
Diana Piedra, Westside Mechanical, Inc.
- MEN'S LOW NET**
Jim Cesak, Tal-Mar Custom Metal Fabricators, Inc.

THANK YOU TO OUR 2023 GOLF SPONSORS

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- MIDWEST APPLIED SOLUTIONS
- NEHLSSEN CREATIVE
- TRANE



RECAP: ANNUAL GOLF OUTING 2023

Our Annual Golf Outing at Stonebridge Country Club saw more than 140 golfers join together for a summer day of socializing and industry partnership.

RECAP: SUMMER OUTING

SMACNA Greater Chicago members were treated to an exciting Cubs win over their rival Cardinals during this year's Summer Outing.

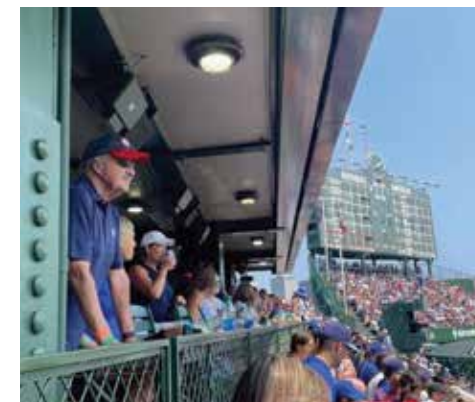


CUBS WIN DURING SUMMER OUTING 2023

We had a terrific turnout for this year's Summer Outing, when SMACNA Greater Chicago members and guests enjoyed Game 4 of the rivalry between our Chicago Cubs and the St. Louis Cardinals. The event took place on July 23 in Left Field Porch.

A homer by Cody Bellinger in the first inning kickstarted the Cubs and drove in two runs. They kept the energy alive by scoring five more runs in the third inning. The final score: Cubs – 7, Cards – 2. Another Chicago victory! The lively game and panoramic view made for a wonderful afternoon. *Thanks to everyone who attended!*

Visit SMACNAGreaterChicago.org/Calendar to view more upcoming events.



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RECAP: INDUSTRY NIGHT 2023

This September, we had our best turnout yet for our 3rd annual SMACNAPALOOZA Industry Night! More than 170 SMACNA Greater Chicago members and 13 industry partners joined us for an energetic evening of networking.



MEMBERS PACK JOE'S LIVE FOR 2023 INDUSTRY NIGHT

On September 21, we had our best turnout yet for our 3rd annual SMACNAPALOOZA Industry Night! More than 170 SMACNA Greater Chicago members and 13 exhibitors joined us at Joe's Live for an energetic evening of networking and learning more about the latest products and services available to help contractors perform their work better and more efficiently.

Representatives from industry partners SMART Local 265 and Local 73 were once again on hand for the event, and we were pleased to see a handful of fresh new exhibitors this year, too. There was no shortage of quality face time with all in attendance, and most attendees left with smiles on their faces, delicious giveaways of Garrett Popcorn and swag bags full of goodies.



INDUSTRY NIGHT PHOTO ALBUM

- 1. Open your camera
- 2. Hover it over this



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2023 SMACNAPALOOZA INDUSTRY NIGHT RECAP

CONTINUED ...

RECAP: INDUSTRY NIGHT 2023

This September, we had our best turnout yet for our 3rd annual SMACNAPALOOZA Industry Night! More than 170 SMACNA Greater Chicago members and 13 industry partners joined us for an energetic evening of networking.

ASSOCIATE MEMBERS BUILD PARTNERSHIPS AT INDUSTRY NIGHT

Vendor participation at Industry Night changes year over year, but we've had a number of exhibitors that find the experience so worthwhile they've reliably reserved their table every year. They include Long Supply, Mestek Machinery and Nationwide Coils.



THANK YOU TO ALL PARTICIPATING MEMBERS FOR MAKING THIS ONE OF OUR MOST SUCCESSFUL AND WELL-ATTENDED EVENTS THIS YEAR!

- Albany Steel & Brass Corp.
- DeWALT
- Energy Improvement Products, Inc.
- IGT Logistics, Inc.
- Long Supply, Inc.
- Mestek Machinery, Inc.
- Midwest Applied Solutions
- Milwaukee Tool
- Nationwide Coils, Inc.
- SMART Local 73
- SMART Local 265
- Thermosystems, LLC
- Trimble

CONGRATS TO OUR \$500 AMERICAN EXPRESS GIFT CARD GIVEAWAY WINNERS!

- 1** **GINA SCHLEHUBER**
Atomatic Mechanical Services, Inc.
- 2** **TONY BOUDOS**
Cleats Manufacturing Co., Inc.
- 3** **DYLAN KALCHIK**
F.E. Moran, Inc.



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ASSOCIATE MEMBER FEATURES



ASSOCIATE MEMBERS BUILD PARTNERSHIPS AT INDUSTRY NIGHT

Our association strives to develop mutually beneficial relationships with local, regional and national organizations with the goal of fostering recognition and promoting support of these industry partnerships. With nearly 40 associate members in the SMACNA Greater Chicago network, we're proud to connect members to the right tools, services and products to keep them at the top of their game.

As the construction industry's business landscape continues to become increasingly competitive,

our associate members have become valuable resources to our dynamic community of contractor members. They often look forward to attending our annual events, like Industry Night, as a way to prioritize one-on-one time with the decision makers who make up their client base. Vendor participation at Industry Night changes year over year, but we've had a number of exhibitors that find the experience so worthwhile they've reliably reserved their table every year. They include Long Supply, Mestek Machinery and Nationwide Coils.

ASSOCIATE MEMBERS BUILD PARTNERSHIPS AT INDUSTRY NIGHT CONTINUED ...

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LONG SUPPLY

Long Supply, Inc. is a proud family-run company with roots dating back to 1961. Longtime business owner Dick Conover ran Strogen Metals before it was purchased by Jason Long and his wife, Michelle, in May 2011. Under the new company name, Long Supply has since become one of the most comprehensive sources for high-quality sheet metal supplies in the Chicagoland, specializing in gasketed duct systems, acoustical spiral duct liner, hanging solutions, fittings and more.

"We're a relationship focused business and are in constant communication with our vendors to offer products that help deliver superior results for our customers," Jason Long said. "We know in this industry that time is money. We're always looking for ways to help contractors be efficient at their jobs while not sacrificing quality."

Long finds value out of networking events like Industry Night because they're able to interact more one-on-one with the decision makers they're trying to reach.

"Not only have we gained new customers from this event, but we've been able to broaden the scope of what our current customers purchase from us," he said.



MESTEK MACHINERY

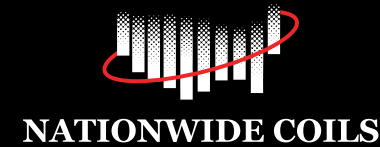
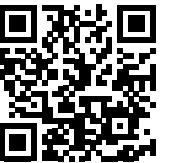
Mestek Machinery is the industry leading designer and manufacturer of the most complete, productive and innovative metal forming solutions for the fabrication of HVAC sheet metal ductwork and fittings. The company's family of metal forming brands includes Lockformer, Iowa Precision, Engel and Roto-Die, bringing together well over 100 years of experience addressing every facet of the duct industry.

For Michael Bailey, Senior Vice President, education is the name of the game during any industry function attended by Mestek representatives.

"These events are a great way to network with local contractors in a smaller setting," Bailey said. "It's one thing to attend and just be seen, but it's more important to us to make sure we're getting our message out and making sure the contractor base knows what's available to them."

No matter the event, he encourages members to ask questions and get involved.

"Curiosity drives creativity," he said.



NATIONWIDE COILS

Nationwide Coils is a leading commercial HVAC manufacturer and supplier of custom and OEM replacement coils — all manufactured in the U.S. with the highest-grade materials. Their product line includes hydronic, refrigeration and steam coils, all customizable to each customers' specific HVAC requirements. Additionally, Nationwide Coils is able to manufacture any replacement coil for all major OEM brands.

The company operates under four guiding principles, including quality HVAC products, fair and competitive pricing, quick lead times and excellent customer service.

"The Industry Night event is a nice opportunity to connect with customers and prospects in a fun and informal setting," said Chris Wright, Chicagoland account manager. "The idea of incentivizing members to visit each booth helps us as vendors by giving us the opportunity to chat with more individuals about their unique needs."

In addition to SMACNA Greater Chicago events, Nationwide Coils representatives have participated in interactive learning events with various MCA chapters, the American Society of Heating, Refrigeration & Air Conditioning Engineers and other popular industry events.



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NEW EDUCATIONAL OFFERINGS

Strengthen your team by giving them the tools they need to succeed and grow in their roles! Mark your calendars for a number of free educational opportunities available to your company.



NEW EDUCATIONAL OFFERINGS TO SUCCEED IN SALES, CUSTOMER SERVICE AND BEYOND

As a benefit of your SMACNA Greater Chicago membership, we encourage you to take advantage of all the educational opportunities available to your company! New this year are several courses geared specifically toward Project Sales and Customer Relations. Because effective communication and collaboration are key to building relationships both within your organization and with customers, we've made sure these skills are included in our offerings.

Strengthen your team by giving them the tools they need to succeed and grow in their roles! Mark your calendars for the following courses, each taught by longtime presenter Darryl Harris and FREE to all members.



DARRYL HARRIS

The Carroll-Keller Group

Darryl Harris of The Carroll-Keller Group has more than three decades of experience helping organizations and individuals improve their effectiveness. His expertise lies in developing people (leadership, team building, negotiating, customer service, interpersonal and intrapersonal improvement), enabling him to help improve productivity, processes, skills and working relationships within organizations.

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NOV 30



SELLING SKILLS FOR SALES PROS

If you're simply viewed as a supplier, your only differentiator as a business becomes price. Successful partnerships are built on trust, communication, collaboration and an understanding the needs of your customer. When you're able to implement these methods and techniques, you'll be well on your way to becoming a truly consultive business partner.

DEC 7



CONFLICT AND RESOLUTION IN THE WORKPLACE

When it's managed correctly, conflict can be a great leadership tool. This interactive program aims to teach attendees the skills of resolving conflict assertively, understanding the reasons behind it, seeking to understand before judging, actively listening and offering alternatives. By utilizing the best interpersonal skills and techniques, all parties will leave feeling they've been treated with respect.

JAN 18



WORLD CLASS NEGOTIATING

Negotiating in today's fast-paced business environment requires practiced skills for win-win outcomes to be achieved. No matter your role, negotiating skills are vital to your personal and professional success. Attendees will learn how to prepare and formulate strategies, overcome potential challenges and apply proven principles to make any negotiating transaction more productive for all involved.



For more details or to register for any of these classes, visit SMACNAGreaterChicago.org/Education/Upcoming-Events

FEB 14



CPR AED CERTIFICATION TRAINING

Presented by: CityWide CPR | Regency Towers - Conference Room

CPR AED is a video-based, hands-on, instructor-led course that teaches students critical lifesaving skills. Participants will learn adult CPR and AED use, and how to manage a choking or sudden cardiac arrest emergency in the first few minutes until emergency medical services (EMS) arrives. Upon completion of this course, students receive an American Heart Association CPR AED Course Completion Card, valid for two years.

Space will be limited for this class. Watch for registration details coming soon!

MARK YOUR CALENDAR: MEETINGS & EVENTS

MARK YOUR CALENDAR: UPCOMING MEETINGS & EVENTS

Save these dates for some of the most anticipated chapter and industry events through the fall and winter months.



REGULAR MEMBERSHIP MEETING

Gibsons Bar and Steakhouse
2105 Spring Rd.
Oak Brook, IL 60523

November's featured speaker is yet to be determined, but members can always expect a delicious lunch and a good time networking with industry friends. Check online for registration information later this fall.

SMACNAGreaterChicago.org/Meeting-Sign-Up



SUCCESSION PLANNING FOR CONTRACTORS

Marriott Delta
Willowbrook, IL
8 a.m. – 2 p.m.

Mark your calendars for November 16 when MCA of Chicago and the PCA of Greater Chicago join together to co-host a seminar on Succession Planning. This half-day workshop will focus on key areas of consideration when succession planning is your focus for the future.

This event is also hosted in collaboration with SMACNA Greater Chicago, along with other signatory industry associations, including NECA Chicago, North Central Illinois NECA, NECA Eastern Illinois and NIFSAB.

Email Adriana to register: Adriana@PCAofChicago.com



HOLIDAY DINNER & DANCE WITH INSTALLATION OF OFFICERS

Hotel Arista
Cocktails at 6:30 p.m.
Dinner at 7:30 p.m.

Join us for our annual Holiday Dinner Dance & Installation of Officers at Hotel Arista, Naperville's Four Diamond boutique hotel. Socialize with fellow members over cocktails, enjoy a delicious dining experience, welcome our new Executive Officers and Board members and dance the night away to a live band.

Formal invitations have been mailed. Please RSVP by November 22.



APPRENTICE FOR A DAY

SMART Local 265
8 a.m. – 2:30 p.m.

Experience what it's like to be an apprentice at Local Union 265! All SMACNA Greater Chicago members and young leaders, including engineers, estimators, project managers, office staff and more, are invited to attend this FREE half-day session, presented by the SMACNA Greater Chicago YES Steering Committee and SMART Local 265. Attendees will spend the morning at the training facility learning about the award-winning Sheet Metal and Service Technician apprenticeship programs. Instructors will demonstrate procedures using sheet metal equipment and there will be hands-on opportunities for learning.

Register by February 8, 2024 at SMACNAGreaterChicago.org/ApprenticeForADay



2024 PARTNERS IN PROGRESS CONFERENCE

Walt Disney World Swan and Dolphin
1500 Epcot Resorts Blvd.
Lake Buena Vista, FL 32830

The 2024 Partners in Progress Conference is an exceptional opportunity for all SMACNA member contractors, chapter executives, SMART local unions, regional councils and future leaders to join together in a collaborative environment and discuss the future of the industry. Featuring valuable educational sessions for both labor and management, this event is designed to strengthen relationships on both sides of the table and develop strategies to shape a more prosperous future.

Book your rooms by January 19, 2024! Call 1-800-227-1500 and select option 1 for in-house reservations, or visit <https://swandolphin.com/groupres/PA8130/>. Reference Partners in Progress/PA8130 when making a reservation.

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