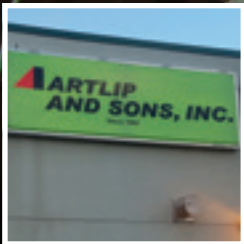


SMACNA GREATER CHICAGO

METAL PRESS

ASSOCIATION NEWSLETTER



ARTLIP AND SONS, INC.:
FAMILY OWNED WITH
A SOLID REPUTATION

P. 3



3 BIG THINGS:
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**THE NEXT PHASE OF OUR
BREATHE EASY CAMPAIGN**

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SMACNA
GREATER CHICAGO

LETTER FROM THE PRESIDENT

Association president Joe Passannante discusses changes to the Board and optimism for in-person events and continued energy through 2021.

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NEW! METAL PRESS QR CODES



We are always working to improve your experience, which is why you'll find QR codes throughout the magazine that take you to additional content online. The best part, utilizing this tech no longer requires the download of an app.

Open your camera app, and point it at this code. Voilà! A link appears.



LETTER FROM THE PRESIDENT

MOVING FORWARD WITH BIG INITIATIVES, EVENTS IN 2021

If we learned anything from 2020, it was to expect the unexpected. We certainly didn't expect to be derailed by COVID, but many of us were on some level — both professionally and personally. But we muddled our way through, leaning on our friends, colleagues and fellow SMACNA Greater Chicago members. As summer approaches, we see light at the end of a very long tunnel, and what a welcome sight it is.

It's been more than a year since we've all been able to meet up in person, so I'm beyond thrilled to announce that a number of non-virtual social and educational events are tentatively planned. Our Annual Conference in Pebble Beach, this year featuring SMACNA President Angie Simon, is just days away. We plan to resume regular membership meetings at Gibson's in June, a Young Executives of SMACNA (YES) outing is in the works and Industry Night is once again on the calendar for September. Things are looking up, but we're still proceeding with caution.

On that note, our Breathe Easy Illinois program officially launched in February. Since then, participating contractors have received branded marketing and sales materials to promote clean air solutions to all Illinois business owners and homeowners looking for sustainable ways to improve the overall health of their employees, tenants and families. This industry-leading program has been successful for those who have put forth the effort in promoting it. Check out page 13 for more information.

Finally, we're excited to welcome a few new faces to our Executive Committee. Please welcome Hank Artlip and Jeff Lukitsh who will serve as Vice President and Secretary-Treasurer, respectively, through the end of 2021. Changes at the Board level include the addition of Jerry Manta and Mike Suggs, along with Michael McCombie as Emeritus Board Member. We look forward to your service and thank our outgoing members for their years of dedication!

Joe Passannante
President, SMACNA Greater Chicago



MEMBER FEATURE: ARTLIP AND SONS, INC.

Artlip and Sons, Inc. has served the Fox Valley area with “quality work by craftsmen who care” since 1969. The company, whose expertise can be seen in a number of high-profile projects throughout the community, boasts four generations in the construction industry.



Artlip and Sons, Inc. has been proudly serving the Chicagoland area since 1969.

MEMBER FEATURE

FAMILY OWNED WITH A SOLID REPUTATION

If you’re from the Fox Valley area, you’ve probably noticed the signature green trucks of Artlip and Sons, Inc. on the road. Whether the crew is fabricating and installing piping and sheet metal on custom projects or servicing a residential HVAC system on a hot summer day, the community has relied on Artlip and Sons to provide “quality work by craftsmen who care” since 1969.

Wayne Artlip originally founded the company and his sons joined him. Hank, current president and owner, got his start in the industry as a sheet metal apprentice at Local 265. He joined his father’s shop as a sheet metal mechanic and worked his way to head of the service department before he took over as president nearly 20 years ago. Now, the family-run company is proud to include four generations of the Artlip family.

“My grandfather was the longtime service manager for a large

Aurora area HVAC company. A lot of people knew him,” Hank said. “Now, my older brother is our head pipefitter and my younger brother is one of the office leaders. My niece started with us about five months ago, so she makes the third generation at Artlip and Sons, and fourth generation in the industry.”

The full-service mechanical contractor employs a team of about 25 employees. Since its humble beginnings more than 50 years ago, the company has



expanded to serve customers across light commercial, heavy commercial, industrial, institutional and residential markets.

“When my dad started the company, he was a pipefitter and service contractor. Service has always been the heart and soul of our business,” Hank said. “Over time, he realized he needed a sheet metal division, so he bought out a small sheet metal contractor.”

“WHEN MY DAD STARTED THE COMPANY, HE WAS A PIPEFITTER AND SERVICE CONTRACTOR. SERVICE HAS ALWAYS BEEN THE HEART AND SOUL OF OUR BUSINESS.”

Hank Artlip | President & Owner, Artlip and Sons, Inc.



The sheet metal shop can custom fabricate almost any solution for any application. From filtration systems to kitchen exhaust hoods and more, they do it all with a top-of-the-line plasma cutter. On the HVAC side, Artlip and Sons is a factory authorized dealer of Carrier products, including air conditioners, boilers, dehumidifiers and split system heat pumps.

The company’s expertise can



be seen in a number of high-profile projects throughout the community. For nearly a decade, they’ve worked with Starbucks to finish the buildout once each location’s “box” has been constructed and turn it into the coffee shops we all know and love. They’ve also recently completed work on a Ruggable Midwest manufacturing facility, where temperature, humidity and ventilation were all critical requirements. Additional



projects include indoor air quality improvements in schools, hospitals and retirement homes.

A longtime SMACNA member, Hank is honored to accept his new position on the Executive Committee as Vice President for the remainder of 2021.

“You get a lot more back by being involved,” he said.

LEARN MORE
ABOUT ARTLIP
AND SONS, INC.

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LOCKOUT/TAGOUT TRAINING HELPS KEEP EMPLOYEES SAFE

Following proper lockout/tagout procedures is critical to maintaining employee safety, yet these violations are among the 10 most frequently cited Occupational Health and Safety Administration (OSHA) standards. Read more to help avoid fines and safeguard against injury.

SMACNA GREATER CHICAGO WELCOMES NEW OFFICERS, BOARD MEMBERS

Please welcome our newest Executive Committee members, Hank Artlip (Vice President) and Jeff Lukitsh (Secretary-Treasurer)! Jerry Manta and Mike Suggs were elected to fill their positions on the Board. Mike McCombie is Emeritus Board Member.

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Keep employees safe with a proper lockout/tagout program.

LOCKOUT/TAGOUT TRAINING HELPS KEEP EMPLOYEES SAFE

According to safety and compliance professionals at KPA, lockout/tagout violations are among the 10 most frequently cited Occupational Health and Safety Administration (OSHA) standards.

Energy sources — including electrical, mechanical, hydraulic, pneumatic, chemical and thermal — in the machines and equipment our companies use every day can be hazardous to workers. During routine maintenance and equipment repairs, the unexpected startup or release of stored energy can result in serious injury or even death.

That's why a comprehensive lockout/tagout (LOTO) program in every SMACNA Greater Chicago member company is so important. It helps create a safer working environment by preparing everyone on your team to recognize potential hazards and how to avoid them.

So, what happens if you are hit with a LOTO violation? For starters, you could be fined more than \$13,000 per violation — and as much per day for every day the issue hasn't been fixed by OSHA's deadline! According to KPA, a repeated or willful violation can be 10 times as much. Violations can also cost your company productivity after an incident, workers' compensation claims, costs of any damaged equipment and potential legal fees.



To avoid violations (and safeguard against injuries), start by identifying the hazardous machines in your facility and make sure you have written LOTO procedures for every single one. Training should follow so all employees know to follow proper maintenance

and service protocol. Be sure to remove all potential for injury around your equipment in the event maintenance tasks must be performed and designate the correct locks and tags to employees working on locked-out equipment.

OSHA standards were designed to help prevent serious accidents, keeping your employees safe and your business running.

We're currently working on our 2021-2022 education schedule, which will include a course on lockout/tagout training. As soon as details have been formalized, members will be notified, and information will be posted on our website. Stay tuned!

SMACNA GREATER CHICAGO WELCOMES NEW OFFICERS, BOARD MEMBERS

We're pleased to announce two new officers have been nominated and accepted on the SMACNA Greater Chicago Executive Committee. Join us in welcoming **Hank Artlip** of **Artlip and Sons, Inc.** as our new Vice President, and **Jeff Lukitsh** of **Westside Mechanical, Inc.**, as Secretary-Treasurer. They will serve in their respective roles through the end of 2021.

We also have two new Board members, **Jerry Manta** of **F.E. Moran** and **Mike Suggs** of **Synergy Mechanical, Inc.** In addition, **Michael McCombie** with **F.E. Moran** is an Emeritus Board Member. To our former officers and Board members, we thank you for your years of dedication and service!

We're confident these exciting changes will breathe new life into our association as we continue to innovate new programs and improve our contractor members' businesses.



LEGISLATIVE UPDATE: SPRING 2021

Legislative Representative Jessica Newbold Hoselton outlines IMSCA's top legislative priorities and their impact on the construction industry.



LEGISLATIVE UPDATE

SPRING 2021

Jessica Newbold Hoselton | jnewbold@boldnewstrat.com

As previously reported, IMSCA's top legislative priority for the spring 2021 legislative session is SB 178. This bill would amend the Public Construction Bond Act to provide that no retainage may be withheld by a unit of local government from a contractor who furnishes a surety bond as required by the Act, nor may a contractor withhold retainage from its subcontractors. SB 178 was met with opposition from the Illinois Municipal League, the Illinois State Association of Counties, the Illinois Association of School Boards and the American Casualty Property Insurance Association.

Our bill sponsor encouraged IMSCA to work toward a compromise with the opposition, and we plan to resume conversations at a time when we're able to safely meet in person to discuss and exchange ideas.

Some other pieces of legislation IMSCA is watching are:

SB 2494

This bill seeks to extend a sunset provision in current law that allows the time a commercial construction project may last and still permit the filing of a mechanics lien from 3 to 5 years. This law is set to expire on December 31, 2021, but if passed, the sunset provision would be extended through 2026.

HB 2952 REP. GONG-GERSHOWITZ

SB 2351 SEN. HASTINGS

These identical "tech" bills could be used to amend the Wage Payment and Collection Act. IMSCA is skeptical these tech bills may be placeholders that will be amended at a later date to include similar language we opposed in 2019. IMSCA members may recall HB 2838 that sought to amend the Wage Payment and Collection Act by seeking to hold general contractors liable for the payment of wages to employees of a subcontractor even when the general contractor has paid the subcontractor in full. IMSCA is keeping a watchful eye on HB 2952 and SB 2351 in case the previous language from HB 2838 is resurrected.

HB 3149

This bill amends provisions in the school code that allow the use of "energy performance contracting," a process that bundles together the design, construction, financing and continued maintenance of energy efficiency projects for public buildings. A vendor's proposed energy cost savings are used to pay for the upgrades. Over time, the use of this alternative funding mechanism has resulted in a departure from the original intent of the statute and many abuses have been documented, such as using this delivery method for non-energy related projects which include flooring, security systems, playgrounds and parking lots. These projects often circumvent nearly every existing state law governing construction in Illinois including the Procurement Code, the Prevailing Wage Act and the Minority and Female Business Enterprises Act. In addition, these projects are often used as a means to bypass the competitive bid process. HB 3149 aims to clean up the inconsistencies of existing statute and return it to its intended use.

HB 3431

This bill amends the Compassionate Use of Medical Cannabis Program Act. This bill clarifies employers can enforce drug-free workplace policies and provides anti-discrimination protection to medical cannabis patients for failing a drug test. Under provisions included in HB 3431, employers cannot take adverse actions against medical marijuana patients who work in non-safety sensitive positions solely due to a positive drug test. However, Rep. Morgan agreed to amend the bill to add the terms "commercial and road construction" to the definition of safety sensitive position, which will provide further protection to IMSCA members.

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CLASS RECAPS:

VIRTUAL CLASSES WELL-ATTENDED,
IN-PERSON COURSES IN THE WORKS

We're pleased to report an overwhelmingly successful Virtual Classroom Series this winter and spring. Members enjoyed presentations from some of the most engaging industry professionals on some of the hottest topics in our industry.



CLASS RECAPS:

VIRTUAL CLASSES WELL-ATTENDED,
IN-PERSON COURSES IN THE WORKS

The Winter/Spring Virtual Classroom Series was full of quality programming. These free courses bring together some of our industry's most engaging professionals to discuss some of the hottest topics in our industry. Here's a snapshot of just a few of the most recently held well-attended classes.

STAY UP-TO-DATE
ON ALL UPCOMING
EDUCATION EVENTS



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LUNCH & LEARN/DEEP DIVE: PIVOT REPORTS



Excel continues to be the most popular Lunch & Learn session offered. Instructed by Ginnie Floraday, this Deep Dive session focused on creating Pivot tables. These tables allow the user to extract important information from complex data sets by arranging them in a way that makes them easy to analyze and summarize. More than 32 members and support staff of Local 73 attended the fun and informative session.

"This is my second time through a Pivot course," one participant said. "The first time I had never seen a Pivot table before and it was overwhelming. Now, it's much easier to navigate with great instruction!"

"Ginnie is a very good teacher, doesn't go too fast and leaves room for questions," another participant said.

THE ART OF VIRTUAL NETWORKING



Networking is hard enough in person, so trying to connect in a virtual world can be even more difficult. That's why we recruited the help of Debra Zabloudil, president and founder of Learning Studio, to give members the best chance of improving visibility in the industry through virtual networking. She gave some great examples of online networking vs. in-person, and helped participants understand how to nurture existing relationships while growing new relationships.

SUPER TECH TOOLS TO GET STUFF DONE



Beth Ziesesis of Your Nerdy Best Friend was such an engaging and dynamic virtual speaker that we plan to have her back for more in-person classes! Beth went all out to be very interactive and presented her session like a gameshow. She ran "polls" and shared a number of cool nerdy resources, like low-cost, high-value apps and tech tools members can start using right away to increase efficiency and improve relationships.

Download her presentation here: <https://bit.ly/2OG6uaG>

Continued on page 11

CLASS RECAPS:
VIRTUAL CLASSES WELL-ATTENDED,
IN-PERSON COURSES IN THE WORKS

We're pleased to report an overwhelmingly successful Virtual Classroom Series this winter and spring. Members enjoyed presentations from some of the most engaging industry professionals on some of the hottest topics in our industry.

WELCOME
NEW MEMBERS

Our membership continues to grow! Join us as we welcome Madon Sheet Metal as a contractor member. New associate members include Everest Energy and Control Technologies LLC and Luse Thermal Technologies LLC.

INEQUITABLE
PAYMENT PRACTICES



Stephane McShane of Maxim Consulting Group is another well-respected industry insider and fantastic speaker. Her presentation gave insight into the various risks of specialty contractors, like payment practices that have a significant impact on the ability to remain financially solid and/or acquire new work. She also identified mitigation strategies to address inequitable payment practices and protect the interests of specialty contractors.

We're currently working on a summer/fall education schedule. Stay tuned for details as they become available!

UPCOMING EVENTS

We're excited to announce that we're in the process of planning a number of in-person educational and networking events. Many details are still being ironed out, but the following events are (tentatively) in the works!

YES SUMMER EVENT

Date and location TBD

ANNUAL GOLF OUTING

Date and location TBD

OKTOBERFEST INDUSTRY NIGHT

Date and location TBD

2021 SMACNA
ANNUAL CONVENTION

October 24-27
Maui, Hawaii

HOLIDAY DINNER DANCE

Date and location TBD

Please keep in mind that these events and dates are subject to change. Be sure to check SMACNAGreaterChicago.org/Calendar often as more details become available!



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 contractor and associate members!



NEW CONTRACTOR MEMBER

MADON SHEET METAL LLC

1481 Elmhurst Rd. | Elk Grove Village, IL 60007

JOHN MADON | john@madonsheetmetal.com | 224-300-7995



NEW ASSOCIATE MEMBER

EVEREST ENERGY AND
CONTROL TECHNOLOGIES LLC

5401 Patton Dr., Ste. 120 | Aurora, IL 60504

DAN REYNOLDS | dreynolds@everestect.com | 630-369-7100



NEW ASSOCIATE MEMBER

LUSE THERMAL TECHNOLOGIES LLC

3990 Enterprise Ct. | Aurora, IL 60504

ASHLEY LUSE | ashley@luse.com | 630-862-2600



BREATHE EASY ILLINOIS: FEATURING YOUR PROJECTS

Breathe Easy Illinois has launched and contractors are starting to secure clean air projects with Chicago-area clients across all industries. To keep the momentum going and further promote this initiative, we want to hear about YOUR company's success stories!



BREATHE EASY ILLINOIS: FEATURING YOUR PROJECTS

In just one month since we launched our Breathe Easy Illinois advertising campaign, we have reached hundreds of thousands of Illinoisans within our respective jurisdictions, and those numbers will continue to grow as the campaign matures and gains traction within the commercial and residential markets.

Breathe Easy Illinois was designed for you, the contractor, and for the unity that comes with a campaign that benefits all who have elected to participate. As we continue to expand our market share, we want to focus the next phase of Breathe Easy

Illinois on the clean air projects YOU have recently performed or will be performing in the coming weeks and months.

Featuring your projects gives each participating contractor the chance to link directly back to your company's social media page and/or website, as well as your client's page (should that be beneficial to them). This serves to reinforce that SMACNA Greater Chicago members and signatory contractors are the clean air experts. Branded posts can also highlight high-profile projects and showcase that we're community-focused and in this initiative together.

These project posts will populate the Breathe Easy Illinois Facebook page, but will also be boosted and used throughout strategic marketing to get our clean air messaging right in the hands of the business and home owners who need the services we're capable of providing.

In our continued efforts to keep things simple on your end, we only need a few details and our marketing partner will happily take it from there:

1. Location/business name where the work was performed
2. What service was performed
3. A photo of the building where the work was performed

Don't have a photo?

No problem! We're happy to send our marketing team to take one for you, to best represent your business and your client.

Remember, we're not looking to give away any trade secrets or proprietary information. Our goal is to generate excitement with potential clients by showing them clean air solutions already in action so we can get Illinois businesses back up and running — safely.



FOR YOUR CLIENT

- 1 (If available) You'll have the option to tag your client in the post for a little extra exposure that **they** can benefit from.

FOR YOUR COMPANY

- 2 We'll direct those who see this post to **your business' personal page**.

FOR THE PROGRAM

- 3 We'll link to the **Breathe Easy Illinois** website where the viewer can get more info.

LEARN MORE ABOUT BREATHE EASY ILLINOIS

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3 BIG THINGS: CHALLENGES FACING THE CONSTRUCTION INDUSTRY

The pandemic disrupted our entire industry and we're still working through some of the lingering setbacks. But the road to recovery is ahead of us. Check out 3 challenges contractors are faced with this year.

3 BIG THINGS

CHALLENGES FACING THE CONSTRUCTION INDUSTRY

Nearly every industry experienced some sort of disruption last year. But with the economy on the mend, it's an exciting time to be in the industry, and we must always adapt to changing times to overcome issues and continue to grow.

Check out some of the top challenges facing the industry this year — and how to turn them into opportunities.

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RECRUITMENT

For much of 2020, many construction projects were delayed or cancelled. But a number of sectors are projected to see an uptick in activity through 2021, which means contractors need all hands on deck.

However, labor shortages continue to be a challenge. According to the AGC's 2021 Construction Hiring and Business Outlook survey, 54% of firms reported difficulty finding qualified workers to hire. Rather than only seeking those with industry experience or a construction-related degree, rethink your recruitment strategy. Engage in-house younger talent who have the drive and motivation you're looking for and promote development programs and growth potential within the company. Invest in the future of those already on your team, and your company will reap the rewards.



INDOOR AIR QUALITY

Indoor air quality has always been important, but COVID has brought the topic to the forefront. Why? Because outdated or neglected HVAC systems can cause viruses, mold and other pollutants to spread and grow, which contributes to illness. According to the U.S. Government Accountability Office, an estimated 41% of school districts nationwide need to replace HVAC systems in at least half their schools — not to mention the number of commercial, industrial and residential systems that need TLC.

Fortunately, our association is poised to turn these challenges into opportunities. Through our Breathe Easy Illinois program, we're educating clients on the practical clean air solutions available so we can help create safer, healthier experiences for all.



ADOPTION OF TECHNOLOGY

The construction industry has always lagged behind when it comes to the adoption of new technologies. Perhaps one of the best things that's come out of the pandemic was that it forced most of us to implement digital workflows and take much of our business online. Technology helped us survive.

But innovation never stops, and new technologies continue to be designed to help us deliver projects faster and work more efficiently and safely. Some of the trends that continue to be improved upon (and will continue to shape the future of our industry) include virtual/augmented reality, BIM, drones and artificial intelligence.

DEWALT

MEMBER FEATURE: DeWALT

From power tools and hand tools, to a variety of accessories, gear and storage, members across all construction trades reach for DeWALT to get the job done right the first time. Since the 1920s, the company has been designing professional solutions that are “guaranteed tough.”



DeWALT's award-winning tools give contractors optimal efficiency on the job.

ASSOCIATE MEMBER FEATURE

DEWALT: OFFERING COMPREHENSIVE SOLUTIONS FOR CONTRACTORS

With sometimes rough conditions and daily challenges faced on the jobsite, contractors want tools and equipment that are “guaranteed tough.” That’s where DeWALT comes in.

Since the early 1920s, the industry leader has designed professional solutions for every application. DeWALT’s award-winning tools and software have been innovated by experts to identify process and workflow improvements for optimal efficiency on the job.

“What really sets us apart is offering the total solution on the jobsite,” said Patrick Lee, Chicago market construction trades specialist. “Our pre-planning Hanger Works Pro software is a Revit plugin. It has clash detection, and it can also calculate point loads, which is a huge time and cost saver for folks who are designing. Our Tool Connect uses Bluetooth in combination with Site Manager for a revolutionary way to track and manage your tool inventory in real time, and we offer the largest cordless platform on the market. We have the total trades solution — offerings for everybody in any phase of construction.”

Because safety is paramount in the construction industry, a partnership with DeWALT means hands-on training and service for increased safety and productivity. The company’s commitment to safety can be seen with additional safety features incorporated into every tool. For example, DeWALT Lanyard Ready integrated solutions with options that tether select corded and cordless tools to rigid structures on jobsites when working at heights with a maximum lanyard length of two meters, helping secure the tool in case it’s dropped.



**“WHAT REALLY SETS US
APART IS OFFERING THE
TOTAL SOLUTION ON
THE JOBSITE.”**

Patrick Lee
Chicago Market Construction
Trades Specialist

“Our Lanyard Ready system is the biggest recent innovation that’s gaining traction in adoption in the commercial field,” Lee said. “It’s lanyard ready out of the box, so there’s no additional work on the tool needed when you buy a kit, and our system tethers the battery to the tool. It’s the easiest and safest to effectively use on site.”

The company also boasts its Perform and Protect line of tools, which defends against dust inhalation, loss of torque control and lessens tool vibration

without sacrificing performance. From power tools and hand tools, to a variety of accessories, gear and storage, members across all construction trades reach for DeWALT to get the job done right the first time.

Although DeWALT is the flagship brand for construction, it has the backing of powerhouse parent company Stanley Black & Decker, capable of fulfilling any construction, manufacturing or fabricating need. And they’re always on the lookout for ways to improve their offerings to end users, like SMACNA Greater Chicago members.

“Being an Associate Member is a great opportunity to support the association as well as partner with contractors and end users in our focus field. We get to meet some of the most impactful people in Chicago and really get a feel for the best way to provide value for them,” Lee said. “Everybody’s different; each contractor and company has their own specific goals and what’s important to them. This allows us the chance to figure out what’s going to be best for that company and how we can tailor our offerings to maximize what they’re doing and allow them to be more efficient on site or in the shop.”

LEARN MORE ABOUT DEWALT

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