

SMACNA GREATER CHICAGO

METAL PRESS

ASSOCIATION NEWSLETTER



**LOCAL #73 JATC
HOSTS OPEN HOUSE**
P. 13



**PHOTOS: ANNUAL
CONFERENCE 2022**
P. 22

**OSHA LAUNCHES
NEW PROGRAM
FOR HEAT SAFETY**
P. 11

SMACNA
GREATER CHICAGO

CONTENTS

WE'RE FIT TO TAKE ON THE NEXT WAVE OF CHALLENGES

From equipment and labor shortages to inflation and longer lead times, the pandemic has created a slew of challenges for the sheet metal industry. President Hank Artlip talks about how members can work together to weather the storm.

- 2 LETTER FROM THE PRESIDENT
- 3 3 BIG THINGS: BUILDING BETTER HVAC SALES HABITS
- 5 BOOST BUSINESS WITH AN EMPLOYEE ADVOCACY PROGRAM
- 7 **ASSOCIATE MEMBER FEATURE** MESTEK: EXPERT SOLUTIONS
- 9 LUNCH AND LEARNS RETURN THIS FALL
- 11 OSHA LAUNCHES NEW PROGRAM FOR HEAT SAFETY
- 13  SHEET METAL WORKERS LOCAL 73 JATC OPEN HOUSE
- 15 MARK GIBSON JOINS THE BOARD
- 16 MEMBER MEETING RECAP: WORKING WITHOUT STRESS
- 17 WORKING WITHOUT STRESS WORKSHOP PART 2
- 18 SUPPORT THE IMSCA-PAC RAFFLE
- 19 INDUSTRY TOOLS AT YOUR FINGERTIPS
- 21 WELCOME NEW MEMBERS
- 22  ANNUAL CONFERENCE BUSINESS MEETING
- 23 SAVE THE DATE: ANNUAL GOLF OUTING
- 24 MARK YOUR CALENDAR
- 26 STAY CONNECTED WITH OUR APP

METAL PRESS QR CODES



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

WE'RE FIT TO TAKE ON THE NEXT WAVE OF CHALLENGES

During the pandemic, a lot of punches were thrown at us — but we managed to roll with them and keep pushing through. Now, as many consumers and businesses have returned to normal pre-pandemic activities and lifestyles, we're starting to feel the pinch in ways we haven't before.

Equipment availability is a reality that has permeated not just the construction and sheet metal industries, but all industries. These shortages have created exceptionally long lead times and have impacted delivery. I suspect the R-410A refrigerant phase-out and technology upgrades at the manufacturing level are contributing factors to some of the availability we're up against. Inflation has also taken a toll, creating larger-than-normal price hikes. And don't forget, the pandemic accelerated early retirement for some workers, which has aggravated already-existing labor shortages.

All these challenges have come together at once, forcing us to fight an uphill battle. But as members of SMACNA Greater Chicago, we have an opportunity to be proactive instead of reactive. If you've been absent from chapter educational and networking events lately, there's never been a better time to become re-engaged. With more than 84 contractor members and 43 associate members, we've all had successes and failures that we can each learn from. Discover the wealth of knowledge available through SMACNA Greater Chicago, and continue to elevate the sheet metal industry!

Hank Artlip
President, SMACNA Greater Chicago

3 BIG THINGS: BUILDING BETTER HVAC SALES HABITS



The HVAC services market is projected to grow to \$82.5 billion by 2026. Do you have the right strategies in place to boost your sales and keep up with demand?

BIG THINGS

BUILDING BETTER HVAC SALES HABITS

According to an industry report, the HVAC services market was valued at \$57.8 billion in 2020 and is expected to reach \$82.5 billion by 2026. Government budget allocations, increased construction (particularly in urban areas), unit replacements and infrastructure reforms are all contributing factors to this exponential growth.

As a successful business owner, do you have a plan in place to make sure your company keeps up with today's trends? Start by looking at your sales process.

 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO



GATHER YOUR PROSPECTS

Forrester research shows that it costs five times more to acquire a customer than to retain one, so make sure you're staying connected to customers you've done business with before. Follow up on any online contacts as well — after all, these are people who have willingly given you their contact information through your website. They'll likely be some of your hottest leads! Follow-ups in general can create a sense of urgency, which can help renew interest in your products/services and (hopefully) lead to more closed sales.

You always want to keep your sales pipeline full of potential customers to give you enough qualified leads to keep you busy during slower times. Encourage your team to be proactive about communication and relationship building.



TALK LESS, LISTEN MORE

Too often, companies focus on the pitch and the upsell instead of what the customer actually needs. To establish (and maintain) a mutually beneficial relationship, train your HVAC service techs to talk less and listen more. One size doesn't fit all customers. Everyone has unique systems and end goals, and the only way their project will succeed is by finding out their motivation behind buying so you can present solutions that meet their objectives and are in their budget. It's all about providing attentive, top-notch customer service.



PREPARE FOR OBJECTIONS

No matter how good your salespeople are, there will always be some hesitation around buying. Pricing, product fit and competition usually top the list of common objections. Rather than your salespeople pressuring a customer to buy when they're unsure, a seasoned HVAC tech will use this as an opportunity to educate their prospective client. Have them highlight your services and strengths — give potential customers a clear reason to choose your company over your competitors.

It doesn't hurt to consider a freebie as an added value or incentive, like free maintenance for six months if they purchase your preventive maintenance plan, too. No matter what, once you close the sale, always, always, always deliver on your services to ensure repeat business — not to mention drum up some great word-of-mouth advertising!

BOOST BUSINESS WITH AN EMPLOYEE ADVOCACY PROGRAM

Word of mouth marketing isn't new, but savvy companies are putting a new spin on it to elevate awareness of their products and services. How? By implementing employee advocacy programs and getting employees on board as brand ambassadors.



BOOST BUSINESS WITH AN EMPLOYEE ADVOCACY PROGRAM

In 2022, your marketing strategy likely includes things like a mobile-optimized website, professional social presence, digital advertising and more. Although paid advertising is still relevant and certainly generates quality leads, don't underestimate the power of good old-fashioned word-of-mouth marketing.

92%

OF PEOPLE TRUST RECOMMENDATIONS FROM FAMILY AND FRIENDS

Nielsen

5X

REFERRAL MARKETING BRINGS IN 5 TIMES MORE SALES THAN PAID MEDIA

Invesp

@SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO

Word of mouth isn't new, but savvy companies are putting a new spin on it to elevate awareness of their products and services. How? By implementing employee advocacy programs and getting employees on board as brand ambassadors.

Simply put, employee advocacy is the promotion of a company by its employees. We've already learned that the vast majority of people trust other people more than brands, so it stands to reason that employee advocacy will drive better business results.

Creating an employee advocacy program and developing brand ambassadors isn't difficult. But it takes some time to do it right. Here are three ways companies can boost business through employee advocacy.

INVEST IN YOUR TEAM. *Your workforce represents your brand.*



Make sure you have the right people on your team who add value and work well together. An impulsive hire won't do you any favors because you'll be costing yourself time and money in the long run. Invest in your team by giving them the resources and tools they need to succeed, and you're investing in your future as a company (not to mention building your brand from the inside out).

GET TO KNOW YOUR STAFF. *Make them feel important, because they are.*



Take an active interest in the people who come to work for you every day. What interests your employees? What are their values? What do they like to do outside of work? When employees feel important to the success of the business (let's face it ... they are), they'll be more engaged, productive and more likely to create positive customer experiences — which includes sharing company content with their friends, family and followers.

ENCOURAGE LEARNING, DEVELOPMENT AND NETWORKING. *Grow your business together.*



Creating a culture of learning and personal/professional development will do wonders for your company's reputation and brand. Continuing education opportunities help retain (and promote) good employees and maximize their performance. Brand-specific training helps employees feel more connected to the company they're working for, and ensures internal messaging is consistent with how you market yourself to customers. Networking is another useful tool to build brand awareness, generate leads and strengthen customer relationships. Trade associations (like SMACNA Greater Chicago) are a great place to start!



MESTEK: EXPERT SOLUTIONS FOR METAL FORMING

Mestek Machinery represents the industry's top metal forming manufacturing brands, bringing together more than 100 years of combined experience addressing every facet of HVAC ductwork.

ASSOCIATE MEMBER FEATURE

MESTEK: EXPERT SOLUTIONS FOR METAL FORMING

Mestek Machinery has long been an industry leading provider of the most complete, innovative metal forming solutions, specializing in machinery manufacturing for HVAC ductwork.

Their story started in 1964, when Mestek acquired Peterson Roll Feed Company. It was later merged into Cooper-Weymouth during a 1974 purchase. In the 1990s, the company made plans to better serve metal forming companies, and that plan became the foundation for Formtek and a period of rapid growth. Today's solutions allow HVAC duct and fittings fabricators streamline the processes that drive their operations.

The Mestek Machinery family of metal forming manufacturing brands includes Lockformer, Iowa Precision, Engel and Roto-Die, bringing together well over 100 years of experience addressing every facet of the duct industry.

"Contractors can expect solutions-based consultations from Mestek Machinery, including hardware and software, along with shop layout and industry trends," said Michael Bailey, Senior Vice President of Sales.

"Workflow and pre-fabrication have been hot topics in the industry for the last several years. We continue to educate ourselves on these topics to make sure we're staying ahead of the curve. Workflow, which also contains the most important characteristic of safety, is a growing demand for solutions."

In response to recruitment issues and labor shortages within the construction industry, automation solutions have become the answer for many customers. According to Bailey, they continue to look for ways to invest in technology that will help them make better products while making them more

profitable in their operations. Mestek is able to offer the most complete, productive and state-of-the-art equipment for most applications, along with the industry's newest technology.

Some featured machinery is Lockformer's Vulcan Laser Max 1.5 Fiber Laser, with cutting speeds up to three times faster than a conventional plasma cutter. This machine also introduces exclusive patent-pending technology that allows the operator to access parts directly from the table, eliminating the need for a pallet shuttle system.

Bailey also highlighted the Pro-Fabriduct Full Coil Line by Iowa Precision. The line leverages footprint, speed and production rates along with tolerances that

Bailey said. "The technology used by this machinery minimizes leakage by eliminating the human element. We're always continuing to develop new products."

Not only does Mestek Machinery deliver cutting-edge solutions for metal formers and fabricators, the company is also dedicated to keeping operations running smoothly with troubleshooting, repairs, inspections and analysis. The team has also developed a number of valuable

resources, like white papers and catalogs, to help HVAC industry professionals learn more about their technologies and processes.

In 2014, Mestek Machinery became

SMACNA National's first Premier Partner program member to join the elite group. Bailey is excited to continue developing relationships with the members of SMACNA Greater Chicago.

"CONTRACTORS CAN EXPECT SOLUTIONS-BASED CONSULTATIONS FROM MESTEK MACHINERY, INCLUDING HARDWARE AND SOFTWARE, ALONG WITH SHOP LAYOUT AND INDUSTRY TRENDS."

Michael Bailey | *Senior Vice President of Sales*

no other HVAC coil line in the industry today can match.

"When it comes to buzzwords, leakage is a huge issue within SMACNA and duct construction,"

LEARN MORE ABOUT MESTEK

1. Open your camera
2. Hover it over this



@SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO



IN BRIEF

LUNCH AND LEARNS RETURN THIS FALL


This fall, join fellow members to learn more about how the Microsoft Suite can help you reach your business goals and deliver more for your customers.



SEE ALL UPCOMING EVENTS AND CLASSES

1. Open your camera
2. Hover it over this



 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO

The Microsoft Suite is a powerful tool designed to support business goals and market demands — but you have to know how to use it to your advantage. That’s where longtime technology expert Ginnie Floraday’s industry expertise comes into play. This fall, join fellow members to learn more about this practical, collaborative platform and how it can help you better deliver for your customers.

Don’t forget, as a SMACNA Greater Chicago member you have additional access to Ginnie for a FREE 1-hour session on technology-related issues. Ginnie will work remotely with members on a one-to-one basis to work through any specific computer/software needs you may have. To schedule your time with Ginnie, please contact Laurie Leonard.

To register, email Laurie: Laurie@SMACNAGreaterChicago.org

SEP

06



OUTLOOK RULES! PART 1 11AM-NOON

Learn some of the tips and tools to help you organize your work schedule, manage your time and become more efficient. Join us as we learn a few basics, plus more!

REGISTER BY AUGUST 29, 2022

SEP

27



OUTLOOK RULES! PART 2 11AM-NOON

How often have you discovered that only the first line of your email was read? Make your communications more effective with some organizational tips. In addition, you’ll learn several built-in formatting features that are shared by both Outlook and Word.

REGISTER BY SEPTEMBER 19, 2022

OCT

04



EXCEL INTRO-MEDIATE PART 1 11AM-NOON

Gain a stronger foothold in the Excel concepts when entering data, adding numbers and using the various tools this powerful program offers. Learn more about formulas, auditing workbooks created by others, formatting tips and managing multi-tabbed workbooks.

REGISTER BY SEPTEMBER 26, 2022

OCT

25



EXCEL INTRO-MEDIATE PART 2 11AM-NOON

Make your lists of information more usable. This session will explain in detail how to create a formatted table that will easily set filters and display subtotals. You’ll also learn to create reports from your tables.

REGISTER BY OCTOBER 17, 2022

NOV

08



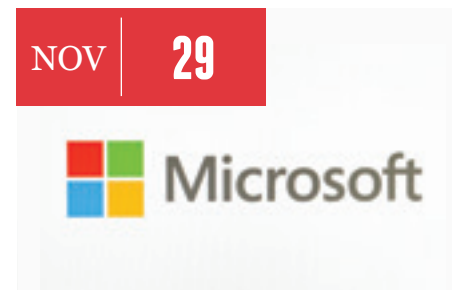
MEDLEY OF MICROSOFT PART 1 11AM-NOON

Learn how Excel, Outlook and Word work together to make your job easier and help you become more efficient. You’ll also learn many hidden features not discussed in other classes.

REGISTER BY OCTOBER 31, 2022

NOV

29



MEDLEY OF MICROSOFT PART 2 11AM-NOON

Continue your proficiency in Microsoft’s “Big Three” software programs to help make your day-to-day easier. Part 2 will build on the skills you learned in the first session.

REGISTER BY NOVEMBER 21, 2022

OSHA LAUNCHES
NEW PROGRAM FOR
HEAT SAFETY

In efforts to reduce heat-related illness, OSHA launched a new program in April to protect workers from indoor and outdoor heat exposure.

OSHA LAUNCHES NEW
PROGRAM FOR HEAT SAFETY

As a contractor in the Midwest, you’re no stranger to working in extreme environments. From our frigid winters to our sweltering summers, there will always be risks to workers. As we enter the hottest part of summer, it’s important to make sure you have a safety plan in place for heat illness prevention.

According to reports from the U.S. Department of Labor’s Bureau of Labor Statistics, an average of 35 fatalities per year and 2,700 cases resulting in days away from work occurred between 2015 and 2019. However, those numbers could be larger due to underreporting. In efforts to reduce heat-related illness, OSHA launched a new National Emphasis Program (NEP) in April to protect workers from indoor and outdoor heat exposure.

DID YOU KNOW?

OSHA offers a free and confidential On-Site Consultation Program to help small and medium-sized businesses identify workplace hazards, provide advice for compliance and assist in establishing and/or improving company safety and health programs. Using this service does not result in penalties or citations.

As an employer, participating in OSHA’s safety and health consultation program could help lower your injury and illness rates (not to mention any associated costs) while boosting employee morale and productivity.

TO LEARN MORE ABOUT THE PROGRAM

www.OSHA.gov/Consultation

WHAT TO EXPECT



On heat priority days — days when the heat index exceeds 80 degrees Fahrenheit, or when the National Weather Service has issued a heat warning for a certain area — OSHA field staff will engage in proactive outreach and compliance assistance to help keep workers safe on the job. During a heat-related inspection, OSHA inspectors and compliance specialists might:

01

DETERMINE IF YOU HAVE
A HEAT ILLNESS
PREVENTION PROGRAM

02

REVIEW OSHA 300 INJURY
AND ILLNESS LOGS AND 301
INCIDENT REPORTS

03

REVIEW ANY RECORDS
OF HEAT-RELATED
EMERGENCY ROOM VISITS

04

INTERVIEW WORKERS
FOR SYMPTOMS AND
CONDITIONS

The NEP will remain in effect for three years, or until cancelled or extended by a superseding directive.

PREVENTING
OCCUPATIONAL
HEAT-RELATED
ILLNESS

Workers exposed to high temperatures should be allowed adequate water, rest and shade throughout their shifts to keep their body temperature down. Additionally, any new workers should gradually increase workloads and take frequent breaks as they build up their tolerance for working in the heat. Employers should also encourage the buddy system of monitoring workers for signs of heat illness/stress:

- ☀️ HEAT CRAMPS
- ☀️ HEAT RASH
- ☀️ SHALLOW BREATHING
- ☀️ DIZZINESS
- ☀️ HEADACHES
- ☀️ SLURRED SPEECH

LEARN MORE
ABOUT OSHA’S
NEW PROGRAM

1. Open your camera
2. Hover it over this

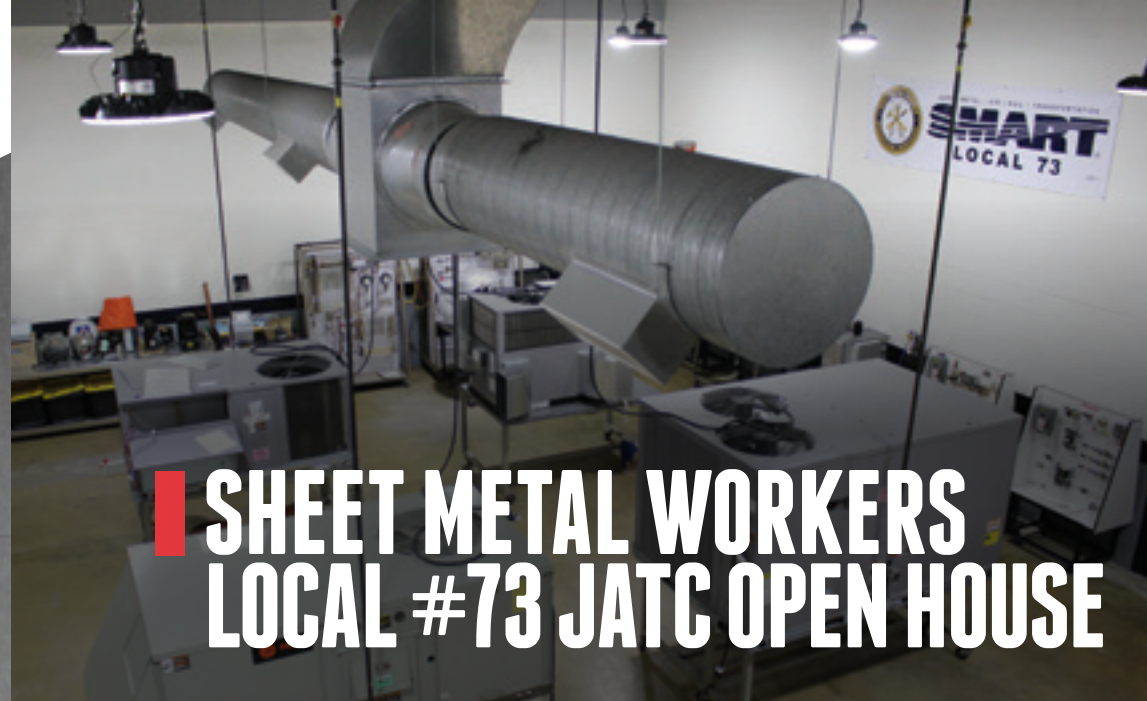


@SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO

SHEET METAL WORKERS LOCAL #73 JATC OPEN HOUSE

Sheet Metal Workers Local Union 73 hosted a two-day open house in June. Contractors were able to go on a behind-the-scenes tour of the JATC and see state-of-the-art labs where apprentices are trained.



SHEET METAL WORKERS LOCAL #73 JATC OPEN HOUSE

On June 16-17, the Sheet Metal Workers Local 73 JATC hosted an open house for signatory contractors and SMACNA Greater Chicago members to learn more about how the apprenticeship program works.

“We’re just trying to promote what we do here, and this is the first time we’ve done anything like this,” said Sean Mulhearn, Local 73 training coordinator.

“I DON’T KNOW THAT ALL OUR CONTRACTORS REALLY KNOW THE EXTENT OF OUR CURRICULUM. THERE’S A REASON OUR APPRENTICES ARE SO WELL-ROUNDED.”

Sean Mulhearn | Local 73 training coordinator

Recently, Local 73 has focused efforts on updating its training labs to reflect current trends and technology used throughout the sheet metal industry.

“We’re constantly redoing the curriculum to keep up with demand. We’ve updated the service lab, we’ve updated the TAB lab and we recently added ventilation verification to our program,” Mulhearn said.

The pandemic brought indoor air quality to the forefront. Not only

did labor and management from Local 73, Local 265 and SMACNA Greater Chicago partner to launch Breathe Easy Illinois, a clean air initiative throughout the state, but Local 73 balancing instructor Leo Thayer also helped implement the ventilation verification course from

the International Training Institute into the apprentice program to meet the growing needs of the industry.

“We turn out a well-rounded apprentice,” Mulhearn said.

Mulhearn hopes to make the

open house a regular event for contractors to not only see the valuable training their workforce receives, but to generate an important dialogue between labor and management that will allow each to meet the needs of an ever-changing industry.



“I’M STILL IN AWE OF OUR BEHIND-THE-SCENES TOUR OF THE LOCAL 73 JATC. WE SAW THE SHEET METAL INDUSTRY IN ACTION, WITH APPRENTICES EAGER AND ATTENTIVE FOR THE NEXT SESSION OF LEARNING. I CAN’T BEGIN TO DESCRIBE THE PRIDE WE FELT THAT AFTERNOON WHILE WE WALKED THE APPRENTICE HALL. I’M EXTREMELY IMPRESSED WITH OUR EDUCATIONAL FACILITY AND ITS EXPERIENCED INSTRUCTORS. WE FEEL FORTUNATE TO HAVE SEAN MULHEARN AND HIS TEAM REPRESENT US AND THE FUTURE OF OUR SHEET METAL TRADE.”

Wendy Olmen | Owner, R.J. Olmen Company



MARK GIBSON JOINS THE BOARD

We're excited to welcome Mark Gibson as our newest addition to the Board. Mark brings more than 30 years of professional industry experience.

MEMBERSHIP MEETING RECAP: WORKING WITHOUT STRESS

Alex Willis, founder and CEO of Leadership Surge, joined us for our May membership meeting to deliver a dynamic presentation on Working Without Stress. The biggest contributing factor to stress in our lives: rumination.

 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO



SMACNA Greater Chicago is pleased to announce Mark Gibson, President and Owner of MG Mechanical Contracting, as the newest addition to our Board of Directors.

Mark brings more than 30 years of professional experience to the position across all facets of the industry, including field experience, project management, estimating, administration and more.

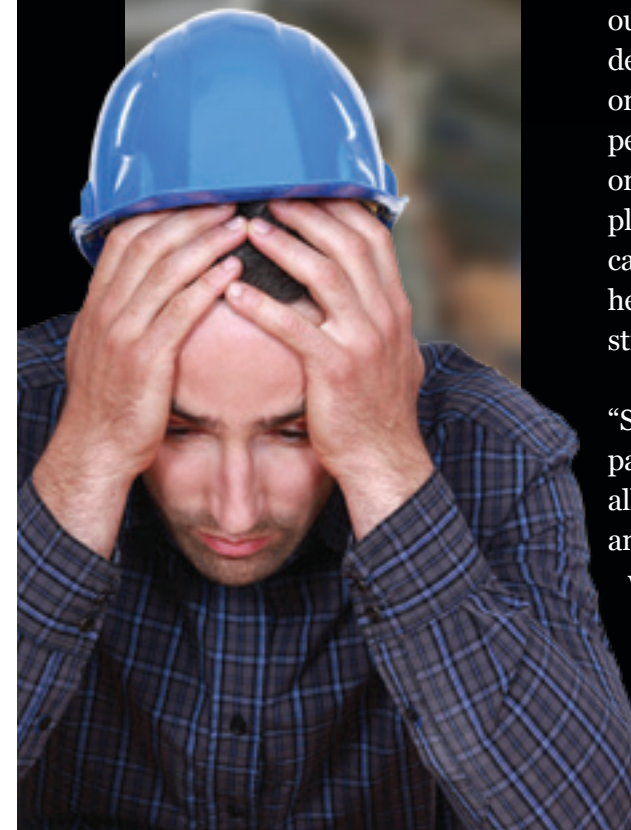
“I’M A HARDWORKING INDIVIDUAL AND I WANT THE BEST FOR THE ORGANIZATION. I’M READY TO ROLL UP MY SLEEVES AND DIG IN.”

Mark Gibson | *President and Owner, MG Mechanical Contracting*

“I was on the Board many years ago, and I’m looking forward to getting back involved and collaborating with the other Board members to continue to build the growth of SMACNA Greater Chicago,” he said. “I’m a hardworking individual and I want the best for the organization. I’m ready to roll up my sleeves and dig in.”

According to Mark, the top issues facing business owners today are supply chain issues and a lack of workers. He’s excited to put his extensive industry knowledge to good use with other leaders to help find solutions that will continue to elevate all member contractors and the sheet metal industry as a whole.

MEMBERSHIP MEETING RECAP: WORKING WITHOUT STRESS



You’ve probably noticed people experience and respond to situations differently. Some people lose sleep trying to figure out how they’ll meet a project deadline. Others seem to thrive in the face of a challenge. No matter what, stress affects us all and is largely brought on by “rumination” — or thinking about events over and over and attaching a negative emotion to it.

Alex Willis, founder and CEO of Leadership Surge, joined us for our May membership meeting to deliver a high-energy presentation on coping with professional and personal stress. As a former walk-on University of Florida football player who later had a successful career as a Tampa Bay Buccaneer, he learned a thing or two about stressful situations

“Stress lives in two places: In the past, where you’re thinking about all the bad things you can’t go back and change, and in the future — the what-ifs,” Alex said to a room full of SMACNA Greater Chicago members. “There are things we can control, and there are

things we can’t control. You have to start asking yourself: Have I done all the things that I can do? If you have ... let it go.”

Rumination can cause health issues (brought on by increased adrenaline and cortisol), decreased productivity and constant negative emotions. But with some effort and a shift in mindset, there are ways to reduce the amount of stress in our lives, both in the workplace and at home:

4 MENTAL HEALTH HABITS TO REDUCE STRESS & BURNOUT



WAKE UP

Focus on the present, not the past or future.



CONTROL YOUR ATTENTION

Train your mind and practice focusing consciously.



DETACH

Get some space to maintain perspective.



LET GO

Don’t continue to ruminate. Let it go.

If you missed out on lunch with Alex, or want a more in-depth presentation from this dynamic motivational speaker, attend his 4-hour Working Without Stress session on October 20! See the next page for full details and to register.

WORKING WITHOUT STRESS WORKSHOP

Whether you're the boss or the foot soldier, change affects everyone. Learn the tricks and tools to navigate organizational change with expert guidance from Leadership Surge founder and CEO, Alex Willis.

SUPPORT THE IMSCA-PAC RAFFLE

Support the 2022 IMSCA-PAC Raffle, your chance to win one of nine amazing prizes while supporting the issues that affect you and your business!

 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO

WORKING WITHOUT STRESS WORKSHOP

No matter if you're the boss or just a foot soldier, change affects everyone. In this unprecedented time of global change, people must address their own thoughts, feelings and behaviors first to be able to adapt.

On October 20, members are invited to join Join Alex Willis — founder and CEO of Leadership Surge and dynamic motivational speaker and innovator of corporate and frontline change management programming — as he guides you through what it feels like during a workplace shakeup or personal change. His 4-hour workshop will provide attendees with a logical framework to assist in gaining perspective on the situation you're facing and its impact, as well as and helping you develop insight that will guide you through the transition.

The goal of this training is to help you take responsibility for how you react and respond to a change. You'll walk away with a set of tools and techniques of self-awareness and assessment to light up the curves and sometimes bumpy ride on your road to change. A continental breakfast is included with your registration. Cost is \$35/members and \$75/non-members. RSVP to Laurie@SMACNAGreaterChicago.org by October 13.

ABOUT THE PRESENTER

Alex Willis, founder and CEO of Leadership Surge, has worked directly with more than 1,500 executives, foreman leaders, and frontline team members embedding the values of diversity and inclusion in every area of the leadership mindset resulting in improved communication, engagement, productivity, creativity and job satisfaction.

SUPPORT THE IMSCA-PAC 2022 RAFFLE

The 2022 IMSCA-PAC fundraising raffle is well under way! This year's raffle is geared toward sports, travel and outdoor enthusiasts, and SMACNA Greater Chicago was proud to donate to the list of amazing prizes. Tickets are \$50 each, and each ticket purchased buys you a chance to win the prize of your choice.

The winning tickets will be drawn at IMSCA's Board and Membership meeting on September 16, 2022. Winners do not need to be present to win.

To purchase your tickets, contact Jessica Newbold Hoselton by calling (217) 523.4361 or by email at jnewbold@boldnewstrat.com.

4 TICKETS

BEARS VS. COMMANDERS

*Donated by Tom Morton,
LLD Electric Company*

4 TICKETS

BLACKHAWKS VS. TBD

*Donated by Jim McGlynn,
McWilliams Electric Company*

\$1,000

TRAVEL PACKAGE

*Donated by
Bloomington/Normal PHCC*

\$750

BASS PRO SHOP GIFT CARD

*Donated by
UCA of Illinois*

\$500

AMAZON GIFT CARD

*Donated by
Illinois PHCC*

\$500

BEST BUY GIFT CARD

*Donated by
PCA of Greater Chicago*

\$500

CABELA'S GIFT CARD

*Donated by
ECA of Chicago*

\$500

TOP GOLF GIFT CARD

*Donated by
SMACNA Greater Chicago*

\$500

COOPER'S HAWK GIFT CARD

*Donated by
ASE Chicago & Bold New Strategies*

IMSCA-PAC provides your IMSCA lobbying team with the tools to fight for legislation that's important to industry contractors. By contributing to IMSCA-PAC, you're making your voice heard on issues that affect you and your business!

INDUSTRY TOOLS AT YOUR FINGERTIPS

Review the benefits of SMACNA Greater Chicago and SMACNA National's websites - and how they can help your business.

 @SMACNAGREATERCHICAGO
 @SMACNAGC



INDUSTRY TOOLS AT YOUR FINGERTIPS



SMACNA NATIONAL'S WEBSITE

RESOURCES

SMACNA develops publications, white papers, educational programs and conducts industry research to help contractors stay competitive. Additionally, SMACNA has been accredited as a standards-setting organization, with standards and manuals developed by SMACNA members available in the SMACNA Bookstore.

SMACNA CONNECT

SMACNA leaders developed a private online community customized especially for SMACNA members. This dynamic community features discussion groups, member directories, resource libraries and more.

GOVERNMENT AFFAIRS:

Get the latest on SMACNA's legislative priorities and policies and how they impact the industry.

DID YOU KNOW?

As a perk of membership, SMACNA Greater Chicago signatory members have their National dues paid for by our chapter. Not yet a member or have a colleague interested in joining? Request a membership application by visiting SMACNAGreaterChicago.org/Contact.

As a member of SMACNA Greater Chicago, you're part of a community of like-minded thinkers with the same goal of making a difference in the sheet metal industry. To help you reach your goals, you have a number of tools at your disposal, including the SMACNA Greater Chicago and SMACNA National websites. Let's review the benefits of both — and how they can help your business.



SMACNA GREATER CHICAGO'S WEBSITE

MEMBERSHIP

Our online Member Directory helps you connect with fellow members and vendors, including contact information for each contractor's reps, plus a breakdown of each contractor by specialty.

CALENDAR

Our chapter's website gives you the most up-to-date information on new class offerings, industry events and networking opportunities in our local market. Easily register online and add calendar reminders so you don't miss out.

SAFETY

Safety is our number one priority. We're proud to offer safety materials to SMACNA Greater Chicago members, like free paycheck safety stuffers and a variety of safety products available for purchase in our online Safety Store.

NEWS

We strive to keep our members informed on what's happening within the association as well as the industry. Access current and past issues of our quarterly newsletter, Metal Press, for the latest in technology, education and more.

KEEP THE ASSOCIATION AT YOUR FINGERTIPS

DOWNLOAD THE APP

Download the SMACNA Greater Chicago app! Stay connected and informed on everything that's new in technology, management practices and thought leadership in HVAC, architectural sheet metal work, pollution control, materials handling, roofing, retrofitting, and testing and balancing. Available for download in the App Store or Google Play.



WELCOME NEW MEMBERS TO SMACNA GREATER CHICAGO

SMACNA Greater Chicago members are well-informed, educated and connected in the sheet metal industry. We're excited to welcome two new members to our association this summer.

ANNUAL CONFERENCE BUSINESS MEETING

In May, SMACNA Greater Chicago members enjoyed a getaway to Hilton Head Island for our 2022 Annual Conference. In addition to an informative business meeting, members participated in a number of exciting activities throughout the South Carolina Lowcountry.

 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO

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 members!

BR PRODUCTIONS, INC.

BR PRODUCTIONS, INC.

1204 Deer St.
Yorkville, IL 60560
P: 630-553-1200
brproinc.com

THAD ROYER
thad@brproinc.com

MIKE BUSCH
mike@brproinc.com



Helm

HELM

900 Oakmont Ln., Ste. 200
Westmont, IL 60559
P: 708-891-3400
Helmgroup.com

DAVE SCHRAMM
dschramm@helmgroup.com

GREG BIZIAREK
gbiziarek@helmgroup.com



ANNUAL CONFERENCE BUSINESS MEETING

Our 2022 Annual Conference took place from May 19-22 on Hilton Head Island. Set in the beautiful South Carolina Lowcountry, The Inn & Club at Harbour Town offered members a luxurious getaway with a number of exciting activities and an educational business meeting.

Due to a scheduling conflict, SMACNA President Al LaBella was unable to be present, but attendees had the opportunity to hear from new SMACNA CEO Aaron Hilger. With more than two decades of expertise and a tangible passion for the industry, it was a pleasure to hear Aaron briefly discuss the following national initiatives:

Business aside, members took advantage of the walkable resort area, top-notch accommodations and outstanding food and drink options. Other optional outings included world-class golf, an antiques and architecture tour of Savannah and a catamaran adventure.



IN BRIEF

SAVE THE DATE: ANNUAL GOLF OUTING

One of our most popular member events is taking place at the Stoneridge Country Club.

MARK YOUR CALENDAR: UPCOMING MEETINGS & EVENTS

Save these dates for some of the most anticipated chapter and industry events this summer and fall.

08.08.22
STONEBRIDGE COUNTRY CLUB

REGISTRATION CLOSES 08/01/2022

SAVE THE DATE: ANNUAL GOLF OUTING 2022

This year's Annual Golf Outing will take place at Stonebridge Country Club, an Illinois Top 25 golf course designed by world-renowned golf course architect Tom Fazio. Join fellow members for lunch, then take on the challenges of 18 unique holes in a beautiful natural setting. After the last putt, golfers will be treated to cocktails and dinner. Register your "foresome" today at SMACNAGreaterChicago.org.

Want to see your company logo on the course? Become a hole or event sponsor! Contractor members and associate members interested in sponsoring this year's golf outing should email their logo file to notify@ncpr.com. For best results, send vector artwork (.ai or .eps logo files).

SCHEDULE

11 A.M.
Lunch

NOON
Shotgun start



5-6 P.M.
Cocktail hour

6 P.M.
Dinner

REGISTER FOR THE 2022 GOLF OUTING

1. Open your camera
2. Hover it over this



 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO



INDUSTRY NIGHT 2022 LET'S ROCK

IT'S TIME FOR THE ENCORE ... SMACNAPALOOZA is back! Join us at Joe's Live from 5:30-8:30 p.m. on **Thursday, September 22**, for a brand new, rockin' lineup of associate member exhibitors. Meet our chapter's newest members, learn more about the latest products and services, and enjoy delicious food and cocktails during this premier networking event. Don't miss out!

9.22.22 JOE'S LIVE
ROSEMONT, IL



Register now or join the
lineup as an exhibitor



MARK YOUR CALENDAR: UPCOMING MEETINGS & EVENTS

Save these dates for some of the most anticipated chapter and industry events this summer and fall.

MARK YOUR CALENDAR: UPCOMING MEETINGS & EVENTS

SMACNA Greater Chicago is proud to provide members with some of the best networking and educational opportunities in our market throughout the year. Our goal is to give you the resources you need to stay connected with your peers and ahead of the competition.

This fall, we've got an assortment of events for everyone in your company — from new hires, to project managers, to field supervisors, to owners and everyone in between. We're working to solidify more Young Executives of SMACNA (YES) events through the end of 2022 and early next year, so be sure to follow @smacnagreaterchicago on Facebook and watch your email for details as they become available.

 @SMACNAGREATERCHICAGO
 @SMACNAGC

SMACNA
GREATER CHICAGO



SEP | 06
NOV | 08

FALL MEMBERSHIP MEETINGS

Gibsons Oak Brook
2105 S. Spring Rd.
Oak Brook, IL

After a break during the summer months, we're back to business with our regular membership meetings in the fall. Our speakers are yet to be determined, but attendees can always expect an excellent presentation along with a delicious lunch and networking with industry friends.

Meetings are bi-monthly throughout the year and take place at Gibsons Oak Brook, 2105 S. Spring Rd. Be sure to watch your emails or check online for registration information coming soon.

Register online at SMACNAGreaterChicago.org/meeting-sign-up



SEP | 11-14

ANNUAL CONVENTION

REGISTER BY 10/11/22

The Broadmoor
Colorado Springs, CO

Experience the picturesque beauty of the American West and world-class guest service at The Broadmoor, an iconic Colorado Springs resort and this year's site for the 2022 SMACNA Annual Convention. Members, chapter executives and associate members are invited to join us for four days of networking, business development sessions, industry speakers and exciting entertainment, plus industry awards and the always-anticipated Product Show.

Register online at bit.ly/3NYCUWZ



DEC | 10

2022 HOLIDAY DINNER DANCE

Hotel Arista
2139 CityGate Lane
Naperville, Illinois

We're always excited to end a busy year with our annual Holiday Dinner Dance — a festive evening for members to socialize and have fun. Enjoy dinner and dancing with fellow SMACNA Greater Chicago members. Invitations will be mailed out closer to the date.

Watch for details: SMACNAGreaterChicago.org

2022 OFFICERS & BOARD



HANK ARTLIP

PRESIDENT

Artlip and Sons, Inc.



JEFF LUKITSH

VICE PRESIDENT

Westside Mechanical, Inc.



TOM COONAN

SECRETARY-TREASURER

Admiral Heating & Ventilating, Inc.



JOSEPH PASSANNANTE

PAST PRESIDENT

Cleats Manufacturing Co., Inc.

WILLIAM BEUKEMA, JR.

Amber Mechanical Contractors, Inc.

JAMES S. BILLARD

Hill Mechanical Group

JAMES A. CESAK

Tal-Mar Custom Metal

RIC DAHLMAN

Dahlman Sheet Metal Co.

JACK GENGLER

Gengler-Lowney Laser Works, Inc.

MARK GIBSON

MG Mechanical Contracting, Inc.

JOHN P. HARMON

Builders Heating, Inc.

JON P. HUDGENS

Elgin Sheet Metal Co.

JERRY MANTA

F.E. Moran, Inc.

MIKE SUGGS

Synergy Mechanical, Inc.

KEN WIESBROOK

Wiesbrook Sheet Metal, Inc.

ANDREW YONKUS

State Mechanical Services



SMACNA GREATER CHICAGO OFFICE

1415 W. 22nd Street, Suite 1200
Oak Brook, IL 60523-8433
CALL 708-544-7007