

Partners **IN** PROGRESS

SMACNA & SMWIA—Building A Future Together FALL 2006



SUPER SHEET METAL TRUST FUNDS



Your Opinion Counts!
Please see survey inside.

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MICHAEL J. SULLIVAN
RICHARD J. CRAMER
Co-PUBLISHERS

JOE SALIMANDO
ECDOTCOM@GMAIL.COM
EDITOR

DEBORAH APPEL
CREATIVE SERVICES

SCOTT MAXWELL
COVER ILLUSTRATION

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NEWS AND SHORTS

Where Have All The Welders Gone?

Here’s the headline adorning an Aug. 15 *Wall Street Journal* article—“Where Have All the Welders Gone, As Manufacturing and Repair Boom?” Some highlights:

- “We need welders like a starving person needs food.”—from a human resources manager at a machinery manufacturer.
- “We’ve gone to all the overtime that everybody can handle. I can’t build any faster.”—from an exec at a truck-building plant.
- “It has been an ongoing effort to recruit and train welders fairly quickly.”—from another vehicle manufacturer.

Data quoted from the Bureau of Labor Statistics (an arm of the U.S. Department of Labor) show that “the ranks of welders, brazers, and solderers...dropped to 576,000 in 2005, a 10% decline compared with 2000.” Average age of U.S. welders: 54.

As the article dealt with manufacturing, it neglected to mention—unfortunately—the U.S. organizations that have geared up to train welders and certify them...the SMWIA-SMACNA team!



Conference Presentations

Presentations from the Partners Conference (held March 30-April 1, 2006) can be downloaded from here: www.pinp.org/smiw/schedule.cfm. *Partners In Progress* issue #1 of 2006, which provided post-conference coverage, can be found here: www.pinp.org/resources/PIP/2006spring.pdf.

Sullivan: ‘Live Up To The Promise’

SMWIA General President Michael J. Sullivan’s “Live Up To The Promise” DVD is summarized online in his column in the July-August issue of *The SMWIA Journal*. Find his words on pages 3 and 4 of the PDF: http://www.smwia.org/journal/2006_july_aug.pdf.

Tabb Talk On Air Cleaners

The July issue of the *TABB Talk* newsletter—aimed at the customer community—included an article on air cleaners and VOCs, as well as information about TABB Certification. Download the 8-page PDF here: <http://tinyurl.com/zrf5q>.

See other back issues of the newsletter here: www.tabbcertified.org/tabb_talk.html.



News and Shorts continued on page 14



Super Trust Funds? You Bet!

Can something as mundane as a joint labor-management construction industry trust fund be “super”...and can we use that label on *three* of ‘em? You’re darn tootin’! We’ve devoted this issue of *Partners In Progress* to ITI, NEMI, and SMOHIT for good reasons:

- 1—Everyday they move the industry closer to its many goals.
- 2—We all must remain aware of what they’re doing. They may already have available material that can help your organization or company get ahead.
- 3—We created these trust funds together. They’ve done amazing things. While we can’t rest, we should all know of their accomplishments—and plan to build on them!

How far we’ve come

Consider just a few “done” items on our joint agenda:

Local JATC accreditation—JATCs adjusted to meet tough initial standards. Now we’ve started a second round, with new requirements (especially involving moving to modular training).

Creating new certifications—NEMI’s proven system for creating industry certifications gathers together our collective expertise—and expresses it in a form that customers will respect.

Podcasts from SMOHIT—no other labor-management organization has, we think, placed online podcasts serving an entire industry. Beyond safety, what’s important here is that the podcasts *exist!* It’s vital today for every trade to attract young people.

Moving up from here

We promote our Expertise in every area—and we should. But Expertise is not a static thing. We must build on what we have, adding knowledge, skills, and abilities in our mainstays and in tangential specialties.

As “partners in progress” we plan to move forward together. The efforts our trust funds make in 2007 and beyond will be vital in building our individual and collective “expertise.” Use this issue of *Partners*—learn what’s available, and use it!

Michael J. Sullivan
General President, SMWIA

Richard J. Cramer
President, SMACNA

P.S. See the survey in this issue. Please tear the page out, complete the survey form, fold it, tape it, and mail it back; or you can jump to the Web, where we have the survey available. Thank you!

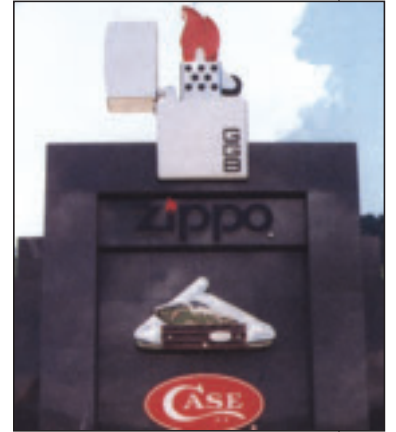
Industry Training Locations in North America



- JATC Location
- JATC Location with Welding Center
- T TAB (Testing, Adjusting and Balancing) Training Center
- Hazmat/Biofilter Training Center



Training Shift Is Nearly Complete



Enabling the industry's transition to core-and-module training has taken a decade, from concept to implementation. We're almost there!

By Jim Pierzynski

“Our success—even our survival—hinges on the perceptions we create in the minds of our end users.” Those recent words from SMWIA General President Michael Sullivan aptly describe the critical situation facing the union sheet metal industry.

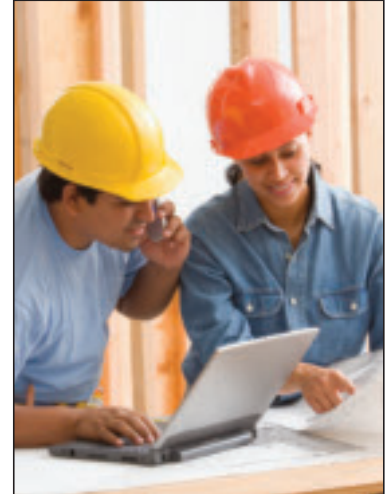
“We must use every resource at hand to show more customers that it is to their financial advantage to use union sheet metal workers,” he adds.

Key to achieving this goal is training workers to be the best in every segment of this highly diversified industry. The International Training Institute (ITI) is nearing completion of a multi-track training curriculum that will help the industry reach that goal.

Soon, every local training program will have updated curriculum providing in-depth skills in nine distinct segments of the industry:

- Architectural;
- Detailing;
- HVAC;
- Industrial/welding;
- Residential;
- Roofing;
- Service;
- Sign; and
- TAB.





With the modular training concept, local JATCs should be able to provide signatory contractors with training workers for whatever work is available. Further, the industry will be able to quickly respond as local conditions change.

Responding to change

With the diversification of the industry occurring over the past 20 years, explains James Shoulders (ITI's administrator of training), many signatory contractors found themselves doing more and more in-house training.

"That puts the burden back on the contractor," Shoulders says. SMWIA and SMACNA moved to the modular concept to take the burden off of the contractor's back. The existing training structure wasn't able to do that.

"You can't fulfill the needs of the [union sheet metal] industry with the old single-track structure," Shoulders explains. The new approach combines the core curriculum with a variety of modules.

continued to page 9

Table One

ITI Curriculum Development Schedule

Curriculum Now On The Shelf:

- Core
- Service 1 – 4
- TAB
- HVAC
- Sign

Modules Now Being Developed:

| | |
|--------------------|-------------|
| Architectural | Summer 2006 |
| Industrial/Welding | April 2007 |
| Residential | April 2007 |
| Detailing | June 2007 |
| Roofing | June 2007 |

Supplemental curriculum estimated delivery dates:

| | |
|------------------------|------------|
| Foreman Training | April 2007 |
| Soldering | April 2007 |
| Math | March 2007 |
| Plan & Spec (Revision) | March 2007 |

'Detailing' Education Means An Industry Move To 'Lean'

One word is causing unprecedented excitement throughout the SMWIA and SMACNA—detailing!

Industry executives believe ITI's new detailing curriculum module will help create an enormous opportunity for SMWIA members and the SMACNA contractors they work for.

SMWIA General President Michael Sullivan sees detailing as a key to securing increased market share. "The new detailing program will answer future needs of the contractors and end users (customers) in addressing the 'lean construction' process to ensure that optimum productivity levels will be achieved," he says.

Adds James Shoulders, ITI administrator of training: "The nice thing is that we really are in the driver's seat when it comes to detailing." He believes the vast work experience of SMACNA contractors and union workers in detailing and lean construction places them in a unique position.

Task force's effort

ITI's detailing curriculum task force is unique, in that all members are experienced detailers from union sheet metal shops. "They went through everything needed to be a detailer," Shoulders says.

As a result, the SMWIA-SMACNA detailing curriculum will cover:

- computers;
- job documents;
- job coordination;
- AutoCAD;
- field measurement;
- take-off;
- download to the plasma table; and
- much more.

There's room in the curriculum to provide a student with the needed detailing skills, as it consists of 400 hours of training (two years). Apprentices will be able to enroll in the detailing program after completion of the core curriculum; it's anticipated that journeymen will take such courses as well.

Software & more

Although the curriculum is a key component in equipping union members and their contractors to take the lead in lean construction, it's not the only one. The task force also developed additional resources that will place successful students and their employers at the forefront of lean construction.

Apprentices who successfully complete the detailing program will receive construction coordination software. This ITI exclusive, designed with the input of those experienced detailers on the task force, should prove an invaluable resource for both the employee and the contractor.

ITI will license the software only to certified detailers who work for signatory contractors. "This (the software) will make the job of detailing absolutely the most productive at this time," Shoulders asserts. "We've built every possible tool."

A third component, to be announced soon, was developed by the task force to clearly identify SMWIA detailers and their signatory contractors as the experts in lean construction. "This ties very well to the lean construction process," Shoulders says. "It will continue to adapt to our industry." ■

continued from page 7

Created by task forces

To meet the industry's needs, the ITI assembled a number of curriculum task forces. Members included six subject matter experts (three each from SMACNA and SMWIA)—with representatives from diverse geographical locations.

Task forces share common goals and specific assignments. Each task force was tasked with creation of one specific module's content, and to monitor planned progression through the curriculum development process. Each did its content-development work with an eye specifically on meeting the needs of the apprentices in that specific field.

As a result, there are differences in suggested timing for presentation of the various modules. Some task forces recommend the core be taught before their specialized module; others would put it afterwards.

Example: Members of the residential task force unanimously urged that the residential module be taught prior to the core. The task force recognized that the skills for residential apprentices are very different than the traditional sheet metal apprentice.

So if you've "heard" that the ITI wants the core up front, you're laboring under a misconception!

Now, the hard part

Convincing local JATCs to quickly transition from the old approach to the new modular concept remains a current agenda item. No one said it would be easy!

"Talk to just about every training coordinator and you'll hear them say, 'I want to put out well-rounded apprentices,'" Shoulders says, alluding to the feeling of many coordinators that apprentices should receive training for all different types of work.

"It's impossible," he states. "If someone tried to teach just the required components of all the modules . . . you would have a 30-year apprenticeship program."

How can an industry-wide move be made to happen as soon as possible?

The ITI is mandating the modular approach. "To receive ITI accreditation in the future, a local JATC must offer at least three tracks" Shoulders points out.

With the core curriculum and five modules available now, and the other modules due out by early 2007, the ITI feels confident that it has developed a program that will produce the best trained workers for every segment of the industry.

"We have the tools to expand our market—now," Shoulders concludes.

PIERZYNSKI, FORMERLY ON SMACNA'S NATIONAL STAFF, IS NOW A FLORIDA-BASED WRITER.



Help For Local Programs In Gaining College Credits

A new ITI staff member is taking steps to ensure that the ITI's training programs are recognized by institutions of higher education.

Arina Zonnenberg was recently hired by the ITI to serve as a liaison between the academic world and the ITI.

Zonnenberg's primary role is to take every ITI curriculum through the American Council on Education's (ACE) review of curriculum process, which will lead to college credits being designated for individual ITI curriculum programs. "This gives us the ability to form relationships with community colleges," she says.



Arina Zonnenberg

ACE has completed its review of the Core curriculum, establishing it as a 30-credit-hour program. Each modular training program, as it is introduced, will go through the same review process.

James Shoulders, ITI's administrator of training, says the ACE review significantly enhances the ITI's credibility. "This allows us to offer a tool to the JATCs where they can get college credits," he says. "This gives them (local JATCs) more credibility with local community colleges."

In addition to facilitating the ACE review process, Zonnenberg will be available to assist local training coordinators in working with community colleges. "She speaks the [academic] language," Shoulders says. "She's an educator."

TABB Goes Global

Testing, adjusting, and balancing have reached a new level—they've gone electronic.

For TABB-certified professionals, that means logging onto the Internet to complete new or renewal applications and make personal updates.

"Electronic submission opens up opportunities beyond our borders, allowing our market share to grow," says TABB administrator Erik Emblem. Contractors in South Korea, Europe, and the Middle East are already showing interest in becoming TABB Certified.

It makes sense because TABB has a commitment to ensuring that building environmental systems are installed properly and that all systems are adjusted to design

specifications. "Word about the TABB name—and the quality it brings—has traveled," Emblem says.

Another benefit of TABB's new system is efficiency. "It increases processing speed," says TABB's Chief Operating

Officer John Hamilton. "Which is positive for TABB and the entire industry."

"Plus," Emblem adds, "because YOU provide the information, you don't have to worry about TABB communications going to the wrong address."

"Making the web site completely secure to provide worry-free transactions was a major priority," says Davor Novosel, NEMI's director of technology.

TABB implements the commissioning, sound and vibration, and TAB (testing, adjusting, and balancing) supervisor and contractor certification program for SMWIA and SMAC-NA, which ensures that HVAC systems operate at the highest standards.

It's an organization that focuses on achieving the best energy efficiency and ventilation effectiveness at every stage of an indoor environmental retrofit—or new building construction. Further, TABB's certification standards ensure that TABB Certified Technicians, Supervisors, and Contractors are competent, reliable, and qualified professionals.

ENGELMANN IS A FREELANCE WRITER BASED IN SPRINGFIELD, VA.

As appreciation for its value increases, TABB uses technology to enhance its offerings.

By Kaarin Engelmann

conference highlights:

Keep Tabs on TABB

As certification becomes increasingly valuable, TABB is finding new way to ensure that sheet metal workers and contractors take advantage of their opportunities, says John Hamilton, chief operating officer of the organization.

TABB's 6th annual conference is set for May 17–19, 2007, in Hartford. It will be the scene for some of the best minds in the industry to discuss the latest trends and opportunities for certification.

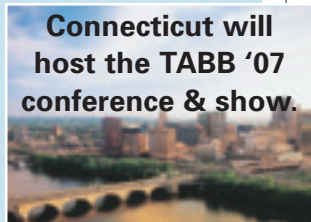
"This conference provides attendees with an opportunity to complete certification training and take a certification test as part of a pre-conference workshop," Hamilton adds. There will also be a tour of SMWIA Local 40's Hartford training facility.

"In 2006, TABB contractors attending the conference (in San Jose, Calif.) learned about plans for globalization. Contractors from the South Korea to the Middle East and Europe want to get involved in testing, adjusting and balancing," said Erik Emblem, TABB's administrator, at the conference.

"We can't put our blinders up on the coasts," Emblem said. "We want our market share to grow and we must look beyond our borders.... We must be able to adapt to the new markets and new technologies. That is how we will compete and stay ahead of the curve in the globalization of today's markets."

Other topics at the 2006 conference included indoor environmental solutions, LEED and the TABB Contractor, natural ventilation, and the International Certification Board (ICB) Report, where conference attendees were able to ask questions and make comments to members of TABB's governing body, the International Certification Board.

TABB awarded its 2006 Contractor of the Year Award to Bright Sheet Metal in Indiana. Tim Perry was inducted into the Hall of Fame during the 2006 Awards Luncheon.—*K. Engelmann*



Connecticut will host the TABB '07 conference & show.

For details about the upcoming conference, see www.tabbcertified.org/conference/index.html

A Start On Transforming The HVAC Market

How long does it take for the spark of an idea to blossom in and transform the marketplace? Too long, according to Mike Sullivan, SMWIA general president.

A determination to speed this process spawned creation of the National Center for Energy Management and Building Technologies (NCEMBT). SMWIA, SMACNA, and the National Energy Management Institute (NEMI) joined forces with the U.S. Department of Energy (DoE) and the Environmental Protection Agency (EPA) to make it possible.

“NCEMBT’s mission is to improve the efficiency, productivity and security of new and existing buildings. The center funds research on solutions to energy management, indoor environmental quality and security concerns,” says the center’s director Erik Emblem.

As a virtual research organization, NCEMBT does no research in-house. Instead, the center finds partners—such as universities and national laboratories—that are pursuing viable projects and helps fund their work.

Initial awards went out in 2004. By the end of 2006,

about 40 projects were underway, with results of several studies already delivered.

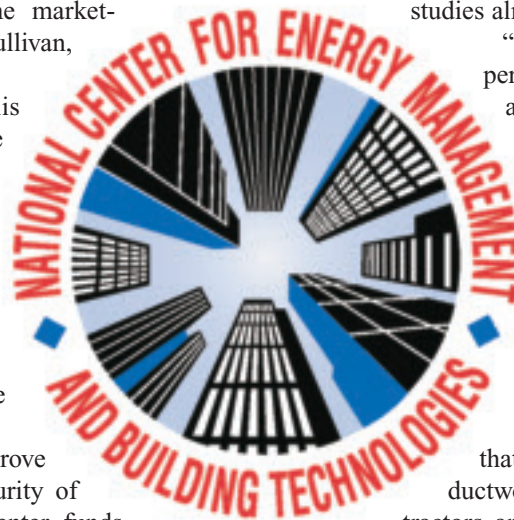
“Looking at energy waste from a global perspective gives us an opportunity to have a true impact,” notes John Wimer, NCEMBT’s manager of corporate outreach.

“Most buildings operate at about 50% efficiency” says Davor Novosel, chief technology officer. “Our firm belief is that you can’t save energy at the risk of negatively impacting the indoor air quality and making people sick.”

“Although many people perceive that sheet metal is only about installing ductwork, the reality is that sheet metal contractors and labor are in the perfect position to make such savings possible,” Wimer insists.

“NCEMBT’s timely work provides technologies that sheet metal workers and contractors can directly apply in the market, in areas such as moisture maintenance, indoor air quality, commissioning, and retrocommissioning,” Wimer adds.

“Such work offers renewable, consistent business, with high profits and few risks.”—*K. Engelmann*



NCEMBT Functions

- Successful pursuit of the mission of the National Center requires high level functioning in two arenas:
- The National Center functions in an industry leadership role, helping chart a strategy for a better future for buildings.
- The National Center will become a recognized repository of knowledge in homeland security, energy management, indoor environmental quality, and building technologies.

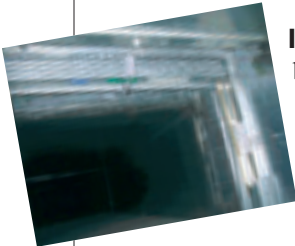


Visit <http://www.ncembt.org> for information.

Updates On The Work

Life Safety Systems:

Crystallizing The Opportunity



In the wake of 9/11, life safety systems have become top priority for building owners, managers, and occupants not only across the country, but also across the world, says Sheldon Teicher of Accurate Specialty Metal Fabricators (Brooklyn, N.Y.).

Already working full-time on life safety systems, fire dampers, smoke dampers, and air-pressurization systems, Teicher sees reasons for others to become interested: "I believe there are great opportunities available for unionized sheet metal contractors and craftsmen," he adds.

He'll get no argument from Clinton Gowan, president of Gowan Inc. (Houston, Tex.). NEMI's Life Safety Systems Verification and Validation Task force grew out of his company's work with fire marshals in the Houston area.

"They needed someone to work with them on inspecting life safety systems," Gowan says. "Too many people don't understand or appreciate the big picture of what is involved in these systems."

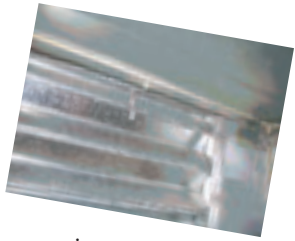
To inspect & repair

Douglass McGee of SMWIA Local Union 54 in Houston has seen the problem first-hand. "Installers of dampers and actuators may not be properly trained or the integrity of the dampers may be violated when an architect moves a wall after a damper has already been installed or when an electrician installs a conduit through a damper."

"Properly trained sheet metal workers can not only inspect, but also they can repair and maintain life safety systems to ensure protections are operating properly," Gowan says.

McGee, Teicher, Gowan, and other members of the NEMI Life Safety System Verification and Validation Task Force are currently reviewing training materials that will be used for certification. Level One Certification will cover fire, smoke, and radiation damper design, selection, installation, testing, maintenance, and repair.

"Development of a certification demonstrates our commitment to this work. It allows us to be the first and best in an area that is currently underserved or not served at all," Teicher says.



"Many people—from government agencies and building owners and managers to insurance companies—will benefit when this testing takes place in a certified manner. We need to get on the band wagon as quickly as possible—very little up-front investment is involved.

Summing it up, Teicher asserts: "We are talking about a market with significant growth potential."

There's more than money driving the task force. A passion to protect lives—ensuring that stairwells don't become smoke chambers and fire dampers function as manufactured—drives the task force.

"We need to get people trained and in-place so that we can be THE corrective agency," Gowan concludes.—*K Engelmann*

Filtration Task Force:

Certified Technicians Add Value

NEMI's Filtration Task Force has been working with the National Air Filtration Association (NAFA) to create opportunities for signatory sheet metal contractors and SMWIA technicians to gain certification for filtration systems, says Vince Del Vacchio owner of Keystone Balancing & Commissioning (Broomall, Pa.).

It has taken less than a year to develop filtration curriculum. "Because of our partnership, the process has been able to move quickly. We have not had to reinvent the wheel," Del Vacchio adds.

Initial train-the-trainer classes and a certification examination should be in place before 2006 ends. "Contractors and technicians doing service and residential work and testing and balancing work will benefit most from this certification," says William Niehoff Jr., president of Fresh Aire Test & Balance (Lemont, Ill.).

Advantages for manufacturers

Certification offers several advantages. "When contractors are certified, filter manufacturers are more likely to send customers their way, giving out their names as certified

Of NEMI's Task Forces

Bio-Safety Cabinets:

Building On Your TAB Expertise

Every sheet metal contractor and technician offering testing, adjusting, and balancing (TAB) services for building environmental systems should take a close look at work coming out of the NEMI's Bio-Safety Cabinet Task Force, says Denis Miller of ICOM Mechanical, Inc. (San Jose, Calif.).

"TAB people are already trained to deal with airflows and clean room certification. Picking up work on bio-safety cabinets just means scaling down to a smaller model, a mini-environment," Miller adds.

Most bio-safety cabinets are found in pharmaceutical and chemical research laboratories. But you'll find them in hospitals, pharmacies, and universities, too.

Miller is particularly enthusiastic about the work because it has transformed his company's department of two into a

busy department of six technicians. "I'm always looking for more trained people," he says.

Recurring inspections & maintenance

Pat Pico, coordinator for the Santa Clara (Calif.) County Sheet Metal JATC, also sees a lot of potential. "It's recurring work, requiring certified technicians not only for new installations, but also annual or semi-annual inspections and maintenance."

Sheet metal technicians will be able to obtain certification administered through local JATCs. This certification (which will be internationally recognized) rides on the back of existing National Sanitation Foundation (NSF) curriculum and exams.

"Certification is what guarantees that we can get this work," Pico says. "Clients are educated and demand technicians who have proven levels of competence."

"Bio-safety cabinets are manufactured under NSF guidelines. It only makes sense that they are tested by NSF-certified sheet metal technicians employed by signatory contractors," Miller says.

Cutting certification costs

When Miller became certified to work with bio-safety cabinets, he had to travel to an NSF facility in Maine and bring his own calibrated testing equipment. "It was an expensive proposition," he remembers.

Finding ways to reduce the costs of certification and make it more convenient is one reason NEMI—and its task force—have gotten involved, says Dave Thomas, business representative for SMWIA Local 20.

Regional training centers—located in Philadelphia, Indianapolis, and San Jose, Calif.—will offer all the equipment required to learn the skills required for certification. NEMI donated bio-safety hoods and instruments for the labs.

"When sheet metal technicians have the certifications to demonstrate their training and ability to work with bio-safety cabinets, contractors can have the confidence to take the lead in going after that work," Pico says. "Working together is how we stay competitive."—*K. Engelmann*

installers and inspectors," Niehoff adds.

"For customers dealing with homeland security—building owners and managers and even government agencies, it's vital that filters are installed and serviced by certified technicians," he says. "Certification helps reduce the threat of contaminants, such as anthrax or bacterial agents, because the systems will meet proper specifications."

Filtration isn't an easy market to get into. "Many companies say they can do the work, but not all have the trained technicians who can do it right," says Joseph Sellers, Jr., business manager of SMWIA Local 19 in Philadelphia.

"Further," he adds, "this is a market that requires a lot of high-end equipment, which requires significant investment in the beginning."

Adds Del Vacchio: "That's why being aware of potential opportunities—and knowing there will be certified technicians available to perform the work—is so important for contractors."—*K. Engelmann*



NEWS AND SHORTS

New Residential Training To Turn Out HVAC Tech In 18 Months

The new residential curriculum, presented at July's International Training Institute Board of Trustees meeting, is designed to turn out a competent HVAC

Service Technician in approximately 18 months.

A report in SMACNA's newsletter says that the course should be available



Letter To The Editor

'We're In Critical Times'

I first want to thank you for your wonderful publication *Partners In Progress*. This work is especially important in these times.

I am the President of Sheet Metal Workers Local #16, and the Assistant Coordinator of Apprenticeship. I graduated from the National Labor College in 2003. My thesis was on licensing of sheet metal workers.

But I am not writing to you about me. What I wanted to say is that I share in the frustrations many have about the non-committal attitude of many of the members of the Sheet Metal Workers International Association.

I recently watched the video released by the SMWIA/SMACNA and felt energized. We are in critical times and the partnerships between Labor and Management are extremely important.

Additionally, the work that Michael Sullivan is doing with the Mechanical Allied Crafts is the most exciting piece of news I have heard during my 21 years as a member of the SMWIA.

I see almost daily the reluctance of some members to get involved or be proactive. Many are only concerned about their own hours and are not concerned about the membership or the industry as a whole.

Recently Sheet Metal Local #16 and the Columbia Chapter of SMACNA began having regular meetings to strengthen the partnership and the

industry. They have adopted a new logo that promotes "Partnership for Excellence."

This past Sunday was the Summer Blast & Cruise-In that was sponsored by Local #16 and Columbia Chapter of SMACNA and the Sheet Metal Apprenticeship (HVAC & Metals Institute). This was one of the planned kick off events for this partnership.

It was a huge success, we had hoped for 300 participants, but ended up with 589.

With all that Michael J. Sullivan and Keith Wilson are doing, along with your fine publication and many other efforts by Local Unions and SMACNA Chapters in the U.S. and Canada, I think the industry is headed in a very positive direction.

The articles you provide are an inspiration to those of us that are involved, and I hope to those who are not as well. Thank you.

Ric Olander IA#814696
HVAC & Metals Institute
Assistant Coordinator
President Local #16
Portland, OR 97230
ric@sheetmetal-16.org

Note: To send a letter to the editor:

Mail – Editor, *Partners In Progress*,
PO Box 221211

Chantilly VA 20153-1211

Fax – 888-309-4796.

E-mail – ecdocom@gmail.com

to JATCs in April. Upon completion of this program, technicians may further their education by working through the ITI's core curriculum.

"We tell them exactly what they need to know and do it in a way that makes learning easier and more effective," is how James Shoulders, administrator of training for the International Training Institute, described the new residential curriculum presented at the July ITI Board of Trustees meeting. "Not a lot of fluff," he said.

Making use of video training support (patterned after the popular *This Old House* television show), the curriculum is "as real life as possible and built with the mindset of gaining market share," says SMACNA contractor Jeff Laski, who serves on the ITI Residential Curriculum Task Force.

"Our JATCs have been asking for a true residential program and this four-part, 300-hour course fills the bill. It teaches the techniques swiftly, covers all of the disciplines and is win-win for everyone."

'Life In The Open' Spot

Unions in the building and construction trades have joined with the Theodore Roosevelt Conservation Partnership in supporting the television series, "Life in the Open," on the Versus Network. SMWIA's 30-second TV commercial on careers in sheet metal work was shown on Sept. 29 and Oct. 1 and 5.

Sheet metal workers will also have a chance to win a plasma TV as part of the promotion of the network's premiere showing of "Escape to the Wild" in January. For details, see the November-December issue of *The Journal* and www.smwia.org. ■

SMOHIT Offers Advice— Live, Recorded & Otherwise!

Take advantage of the industry's best health and safety training materials and personnel—with an up-to-date twist!

By Kaarin Engelmann

Lack of knowledge causes mistakes. People get injured and sick. Getting the right information, and learning how to apply it—and then ACTUALLY putting that knowledge into practice—is the key to a safe and health work environment. It also means sheet metal workers go home every night to the people they love.

SMOHIT (the Sheet Metal Occupational Health Institute Trust) has become the sheet metal industry's leading resource for health and safety products and services, with more than 30 programs—from CDs, Podcasts (see page 18), and interactive DVDs to printed instruction booklets, pamphlets, and newsletters.

"These programs provide the backbone of any effective health and safety program," says Leonard Otero, safety manager for Yearout Mechanical, Inc. in Albuquerque, N.M., and a SMOHIT trustee. "Every contractor and sheet metal worker should be taking advantage of them."

See pages 16 and 17 for a list of training products available today. There's more to come! Go online to www.smohit.org for additional details.

Additional programs can be found in the Podcast and Communications sections of the web site. Contact the SMOHIT office to order any of these materials.

ENGELMANN IS A FREELANCE WRITER BASED IN SPRINGFIELD, VA.

Your Safety Questions—Answered!

Few contractors (except for perhaps the very largest) can afford to hire a full-time industrial hygienist; it's not common for most local programs, either.

SMOHIT has such a resource. Instead of spending hours researching health and safety issues—or *guessing* at answers—members of the organized sheet metal industry can obtain FREE expert advice from Charles Austin, SMOHIT's resident industrial hygienist.

Below are some sample questions and answers.

Q. How concerned should I be about lead exposure on the job?

A. Sheet metal workers should at least be aware of the potential for lead exposure at their job sites. Any building with old, lead-based paint in it poses a potential hazard, leading to exposure risks whenever buildings are demolished, renovated, or repainted. When metal covered with lead paint is cut, sanded, heated, burned, or blasted with abrasives, lead escapes into the air, and anyone working near such situations could get lead poisoning.

Q. How can I protect against it?

A. Ask your employer if you will be exposed to any paint that contains lead. OSHA's lead standard (29 CFR 1926.62) states that employers must train you if you could be exposed to lead on the job. If there is the potential, follow your employer's special work procedures—OSHA and some states have special rules for work on lead-coated surfaces. OSHA mandates that an employer enact specific engineering and work practice controls to reduce or prevent lead exposure.

Q. If I've been exposed during a job, what can I do?

A. Get your blood-lead levels analyzed. If you are exposed to high concentrations of lead in the air, your employer must test you. If your levels are too high, your boss must remove you from work that could expose you further. If there is no alternative job, your employer must pay you anyway, until your levels are lower.

Much more available! Learn more by contacting Charles Austin via e-mail at caustin@sheetmetal-iti.org or via phone at 703-739-7130 x627.—K. Engelmann

Training Products from the Sheet Metal

| Product | Materials | Hours |
|---------------------------------|--|-------|
| CD-ROMs | | |
| Aerial Lifts Safety | CD, participant guide, test, certificate of completion | 4 |
| Big 4+2 | CD, facilitator guide, certificate of completion for in-depth training for the four central safety topics in the industry—falls, strains and sprains, cuts and eye injuries. Program also addresses electric shock and struck-by instances. | 8 |
| Bloodborne Pathogen Training | CD, instructor and participant guides, quiz and test, and certificate of completion. Participants review video scenarios and identify whether actions taken during the simulated emergencies were safe or unsafe. | 2 |
| Confined Space Entry | CD, instructor guide, and certificate of completion for a program that uses compelling interviews with real sheet metal workers regarding the consequences when safety isn't a priority. Covers basic OSHA certification. | 4 |
| Eye Care | CD that includes user-paced interactive exercises that can be used for individual training or classroom sessions. Don't be one of the majority of sheet metal workers who uses improper or ill-fitting equipment that is not suited to tasks performed on the job. | 4 |
| Hazard Recognition Game | A game-like interactive exercise that challenges users to identify hazards in photos and video clips and then select the best method for correcting the hazard. | <1 |
| Hazmat for TAB and Service | CD, quiz, and participant and facilitators guides designed to teach ways to identify workplace hazards, describe symptoms, and provide a review of safe work practices. | 6-8 |
| Heads-Up Safety | CD with live-action video segments to provide illustrations of curriculum content and interview with real-life workers. Also a quiz. | 2 |
| Lead Exposure Training | CD that includes printable electronic files and an instructor's manual. Teaches sheet metal workers how to anticipate, recognize, evaluate, and control all types of lead-exposure hazards. | 1 |
| Powder-Actuated Tool Safety | CD, participant and instructor guides, certificates of completion to help address one of the leading causes of fatalities in the construction trades. | 4 |
| Powered Industrial Truck Safety | CD provides a portable, user-friendly program using video clips and computer animation. Also includes participant and instructor guides, test, operator skills checklist, and certificate. | >8 |
| Put Your Best Foot Forward | CD reviews the major job hazards that can cause injury to the lower body. Printable resources include an instructor's guide, quiz questions, and a certificate of completion. | 2 |
| Silica Dust Awareness | Through use of the interactive CD-ROM students learn about hazards, as well as safety protocol and behavior. It is an instructor-led education tool. | 2 |
| Sound Advice Hearing Protection | A portable, customizable CD-ROM to help protect workers from hearing loss and damage. Includes a quiz and decibel chart. | - |
| Tobacco Awareness | A program designed to provide the resources, techniques, and support required to help smokers break Nicotine addiction. | 1 |

Occupational Health Institute Trust

| Product | Materials | Hours |
|---------|-----------|-------|
|---------|-----------|-------|

Print

| | | |
|--|---|----|
| Annual Refresher Course | Instruction booklet geared toward surface mining workers; it discusses mandatory health and safety standards, emergency evacuation, water hazards, and more. | 4 |
| Ergonomics Safety Training | Toolbox Talk, instructor guide, certificate of completion intended to complement the Physical Stress Management unit provided to Contractors and JATCs. This comprehensive, moderator-led training resource uses job site video clips and computer animation. | 4 |
| Hazardous Materials Safety Training | A must-have educational resource that includes an emergency response training handbook. | 40 |
| Hexavalent Chromium and Manganese Exposure | Reference booklet on the health effects, prevention methods, and scenarios of exposure to these substances during welding and cutting processes. | 4 |
| New Miner Training | A surface mining training manual that includes 24 hours of four educational materials, with units on workers' rights and responsibilities, emergency evacuation, and ground control. | |
| Safety Sense Toolbox Talks, Vol. 1 | 50 one-page talks for use by safety trainers who can take 10 minutes out of each work week to review a stand-alone lesson with their workers. | >8 |
| Safety Sense Toolbox Talks, Vol. 2 | 50 one-page talks for use by safety trainers who can take 10 minutes out of each work week to review a stand-alone lesson with their workers. | >8 |
| Welding Safety Wheel | After decoding, simply turn the welding wheel over to review the variety of control measures that follow the hierarchy of controls. | - |

DVDs

| | | |
|---|--|-------|
| Fit for Life | DVD and instructor guide that provide an interactive health training resource geared for men and women of all ages and explain how best to maintain physical and mental wellness. | 4 |
| Job Site Safety | An interactive, user-friendly DVD-based course designed for apprentices and journeymen. | 10-14 |
| Multi-Craft Construction Hazards in Roofing | An instructor-led, flexible DVD-based resource developed under an OSHA grant at no cost to the industry. | 4 |
| Safety Orientation | Designed to welcome first-time sheet metal workers to the industry and discuss critical safety and health issues. | <1 |
| Shop Safety | Students watch videos of an actual person performing a workplace task and then have three options to choose from: Safe, Unsafe, or Clues. Also includes instructor and participant guides, quiz and test, and a certificate of completion. | <1 |
| SMOHIT Awareness Video Presentation | Reviews the many SMOHIT health and safety resources available and covers the background of the Trust. Also available on VHS. | 4 |

VHS

| | | |
|-------------------------------------|--|-----|
| Hoisting & Rigging by Design | VHS, participant guide, quiz, and booklet. | 4-5 |
| SMOHIT Awareness Video Presentation | Reviews the many SMOHIT health and safety resources available and covers the background of the Trust. Also available on DVD. | 4 |



Something for the iPod Set

Our industry has found a way
to put iPods to work—for safety.

Crimpers, benders, pliers, cell phones, pagers, iPods ...all tools of the sheet metal trade.

What's that? How could an iPod possibly be a tool for sheet metal work? Supervisors consider them a distraction—and often classify them off-limits.

It may be time to rethink the restriction. The Sheet Metal Occupational Health Institute Trust (SMOHIT) has put iPods to work with a series of free weekly health and safety-related podcasts. Topics have included welding, scaffolding safety, fall protection, bleeding control, and foot protection.

"SMOHIT is constantly looking for new and innovative ways to get the word out about key health and safety issues in the industry," says SMOHIT Administrator Gary Batykefer. "Podcasting is a user-friendly, convenient training tool that has a unique versatility."

Note: iPod is a trademark of Apple Computer, Inc.

Safety Sense

Podcasts are digital copies of pre-recorded audio programs. The Safety Sense Toolbox Talks podcasts include advice from people such as Batykefer; Charles Austin, SMOHIT industrial hygienist; and Joe Candela and Dan Andrews, instructors from the SWMIA Local 36 JATC in St. Louis.

This technology uses a form of broadcasting called Real Simple Syndication (RSS). Sheet metal workers can "subscribe" to a specific feed from the Internet and automatically receive new installments as they become available.

SMOHIT plans to publish more than 50 two- to four-minute podcasts. As of August 2006, those browsing smohit.org could find 28 already available.

"SMOHIT wants to be more proactive about answering health and safety questions so that fewer uninformed decisions are made on the job—the hope being, of course, that this translates into fewer accidents and work-related illnesses," explains Batykefer.

On the leading edge!

Anyone interested can listen to them on the SMOHIT web site (www.smohit.org) or download the broadcasts to personal audio players, including computers, iPods, MP3 players, PSPs, PDAs—and even some cell phones and car stereos.

"SMOHIT is on the leading edge," says Chris Stockwell, project manager for U.S. Sheet Metal, Inc., in Saginaw, Mich. "We are one of the first labor-management groups to do anything like this with technology."

"We pride ourselves on providing the latest and greatest in health and safety training through a wide variety of delivery media," Batykefer adds. "Whatever makes for a safer workplace, we're all for getting it out there as quickly as possible, which is what podcasts allow us to do."

"While podcasts can't replace an in-depth safety program, they are an excellent tool to review safety issues and start discussions," says Leonard Otero, safety manager for Yearout Mechanical, Inc., in Albuquerque, NM. —*K. Engelmann*

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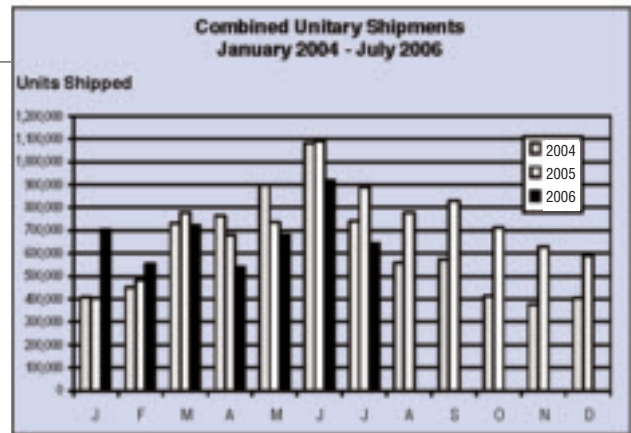


HVAC Databank

CAC + Heat Pump Shipments Down 28% In July . . . Or Not?

The Air-Conditioning & Refrigeration Institute issued its regular monthly report on shipments on Aug. 30—showing a 28% decline from July 2005. Apparently, reaction was sharp, because two days later (on the Friday before the Labor Day weekend), ARI issued an “urgent addendum” to the report, noting that the association doesn’t “receive actual shipment numbers from distributors,” and instead relied upon a sampling of manufacturers.

“Changes in reporting from ARI companies for July likewise caused the appearance of a large fluctuation in distributor



shipments, when manufacturers’ sales figures do not suggest a large decrease in sales.”

One month earlier, shipments were reported down 16% from June 2005.

Table One

Year-toDate Construction Contract Value

| | 7 Mos. 2005 | 7 Mos. 2006 | % Change |
|--------------------------|-------------|-------------|----------|
| Nonresidential Building | \$114,694 | \$99,972 | +15 |
| Residential Building | 216,400 | 221,305 | -2 |
| Nonbuilding Construction | 68,346 | 61,189 | +12 |
| Total Construction | \$399,440 | \$382,466 | +4 |

Source: The McGraw-Hill Companies

Nonresidential Construction Is Booming!

Don’t hold a funeral for the construction industry’s prospects just yet. While the economists at McGraw-Hill Construction reported a 3% drop in the dollar value of construction contracts initiated in July, things are humming along swimmingly—just look at the table above.

For the year’s first seven months, “total construction on an unadjusted basis was reported at \$399.4 billion, up 4%” compared to one year earlier.



Air Cleaner Market

According to *TABB Talk*, the Freedonia Group says the consumer (homeowner) market for air cleaners grew by 34% over a five-year period, to hit \$395 million in 2004. It’s estimated to grow by another 30% to 2008, reaching \$515 million in that year.

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