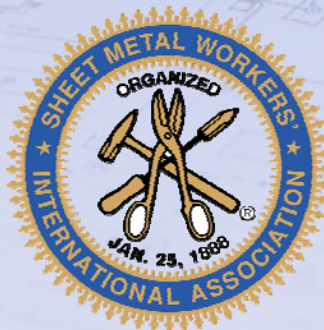


# NORMII

## Overview



**John Hamilton**

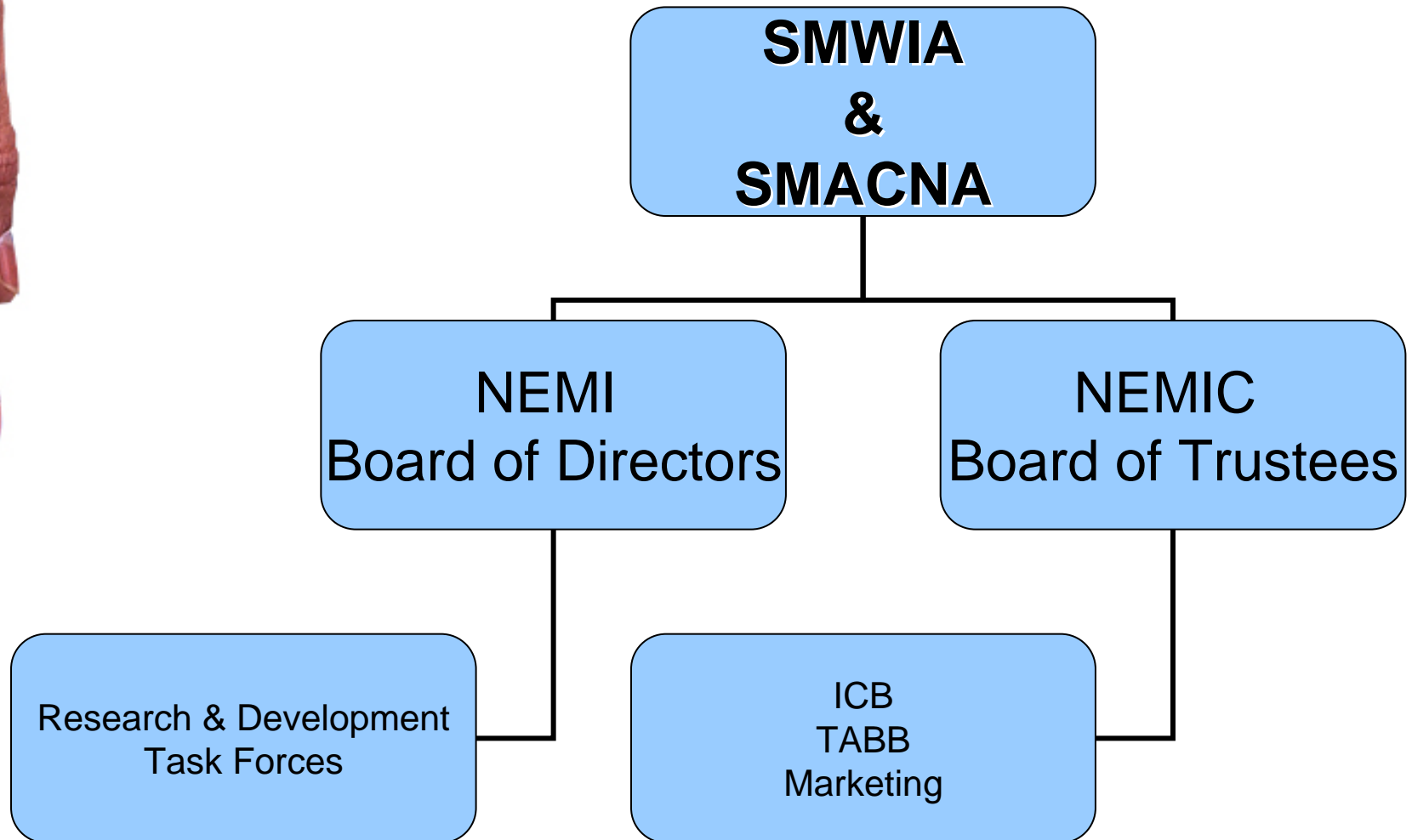
Chief Operating Officer of  
TABB

A vertical image on the left side of the slide shows a person's hand pointing with their index finger towards a document that appears to be a blueprint or technical drawing. The drawing contains various lines, circles, and text, though it is not clearly legible.

# Mission Statement

- *To identify emerging markets and employment opportunities and to develop programs to capitalize on them.*

# Organizational Structure



A vertical image on the left side of the slide shows a person's hand pointing with their index finger towards a blue-tinted architectural blueprint. The blueprint contains various lines, circles, and text, though it is not clearly legible.

# Exploring NEMI's Mission

- “Identify emerging markets and employment opportunities and develop programs to capitalize on them”
  - No longer only geared towards energy management.
  - Proactive approach to maintaining and growing the market share for union members and union contractors.
  - NEMI means “**Emerging Markets**”

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# Research

- Identify potential market
- Taskforces
- Input for emerging markets from industry
  - JATC's across the United States and Canada
  - SMACNA
  - SMWIA
  - Contractors
  - HVAC industry

A vertical image on the left side of the slide shows a person's hand pointing at a blue-tinted architectural blueprint. The hand is positioned vertically, with the index finger pointing downwards. The blueprint contains various lines, circles, and text, though it is not clearly legible.

# Research

- Determine capital entry requirement
- Determine revenue potential
- Determine hours of work potential
- Determine wage potential
  - Typically a research firm is hired to perform these services

A vertical image on the left side of the slide shows a person's hand pointing with their index finger to a set of architectural blueprints. The blueprints are partially visible, showing lines and text. The background of the slide is a light blue gradient.

# Current Taskforces

- Energy Management
- Service Retro-fit
- Fire Life Safety
  - Level 1 Fire dampers Installing contractors
  - Level 2 Smoke Control Systems and Stairwell pressurization
- GREEN/LEED
- Fume Hood/Bio-Safety Cabinet
- UFAD
- Duct Cleaning



# Energy Management

- 2 Programs
- One for whole buildings
  - Total building audit
    - HVAC energy is part 1 or 2 parts
    - Chapters can be used for HVAC training
- One for performing a Energy Use Index (EUI)
  - Rolling out at TABB conference May 2010
  - Inspection for how much energy is being used is it normal
  - Bills vs. building use and square footage



A vertical photograph on the left side of the slide shows a person's hand pointing with their index finger at a set of architectural blueprints. The blueprints are spread out on a surface, and the hand is positioned as if highlighting a specific area. The background of the slide is a light blue gradient.

# Service Retrofit

- Residential Market for Service/Change outs
- Target 2 areas to implement this
  - Kansas City
  - New Jersey
- Help contractors to move into this market
- Compile all resources for a contractor to use who wants to move into this market



## Life Safety Systems Verification and Validation

Amazing discovery! Large percentage of fire dampers and stairwell pressurizations inspections are not being performed.

- This situation puts firefighters at risk during an emergency.
- TABB Technicians are in the position to carry out these inspections, if properly trained and certified to do so.

2007

Continue working with the Task Force to develop certification program.

2009

Taskforce developed a certification program  
Rolled out 2009 TABB conference

A vertical image on the left side of the slide shows a person's hand pointing with their index finger to a set of architectural blueprints. The blueprints are detailed with lines and text, though the text is mostly illegible. The hand is positioned as if explaining or highlighting a specific part of the drawing.

# Life Safety Supervisors and Contractors

- 2 levels of certification
- Level one
  - Any installing contractor has the knowledge to be a certified Level 1 HVAC fire life safety certified contractor
- Level two
  - Stairwell pressurization
  - Atrium exhaust
  - Typically a TAB contractor has the knowledge to become a Level 2 HVAC fire life safety certified contractor.

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# ANSI Accreditation

- Marketing Advantage
- TABB only ANSI Accredited Certification body for Test and Balance
- ICB HVAC fire life will be ANSI accredited



# Green/LEED

- Taskforce in place
- How to implement “green” into our work
- Showing we are the “green “ industry
- Working with ITI USGBC with “green collar” jobs
- Developing training manual for SMWIA members
  - Where they fall into the green movement.

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# Fume Hood/Bio-Safety Cabinet

- Certification around ASHRAE 110 standard
- Flow safe Bob Morris (Tony)
- Working on contractor implementation
- NSF Bio-hood certification program
- First class just held
- 3 labs in the country now

## International Certification Board

- *Oversees all projects relating to certification*
- *Comprised of SMACNA and SMWIA leaders*
- *Establishes standards and procedures*

## International Certification Board

*The purpose of the ICB is to direct a comprehensive set of certification programs to assure customers of the sheet metal industry of the quality advantages of utilizing persons or entities certified by the ICB.*





## **TABB in the Specs**

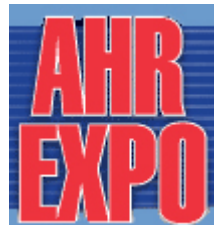
- Growing Community of Engineers who list TABB in their specifications.
  - **Intel Corporation**
  - **US Army Corps of Engineers**
    - **Navy, DOD, Army, NASA**
  - **Michaud Cooley Erickson (MCE)**
  - **Martin County School Board**
  - **NYC School Authority**
  - **NASA**
  - **US Navy**
  - **Masterspec, BSD, Spec Text**
  - **And many others!**



NATIONAL ENERGY MANAGEMENT INSTITUTE COMMITTEE

## Marketing

Tradeshows include ASHRAE,  
AIA, CSI, SMWIA, SMACNA and  
more!



## Marketing

*TABB Talk* appears as inserts in  
ASHRAE, SNIPS and  
Engineering Systems Magazines.

...exposure to thousands of  
Engineers and Architects!



## Marketing

Our popular duct calculators are distributed to thousands of interested architects and engineers!



# TABB Certification

- International Certification Board (ICB)
- Contractor Certification
- Supervisor Certification
- Technician Certification



## TABB Contractor Certification

- Employ one TABB certified supervisor
- Employ one TABB certified technician
  - Can be the certified supervisor serving both of these roles
- Has required TAB equipment/instruments
- Has all of the proper TAB manuals
- Follows a customer satisfaction procedures policy

## TABB Supervisor Certification

- Qualified to take the exam as per page 8 in the certification manual (having one of the following):
  - Degree in engineering and four years in HVAC,
  - **Or** Assoc. Degree in HVAC and six years in HVAC,
  - **Or** Hold a recognized technician certificate and four years experience in TAB (not including apprenticeship),
  - **Or** six years field experience, four years in design and project management



TESTING, ADJUSTING AND BALANCING BUREAU  
THE PROFESSIONAL'S CHOICE™



## **Building Commissioning:**

*2004 - Developed a commissioning certification program, proficiency standards, etc.*

*2005 - New commissioning certification program available late 2005.*

*2006 - TABB conference over 50 attendees given exam*

*Contractors now being certified in Commissioning*





## Sound & Vibration

Rich Peppin of Scantek, has been signed to conduct sound and vibration classes in various locations throughout the year.

After completion of the class, a certification exam was given. Those who pass the exam were awarded a S&V Certification.

2007 Contractors certification program was rolled out.





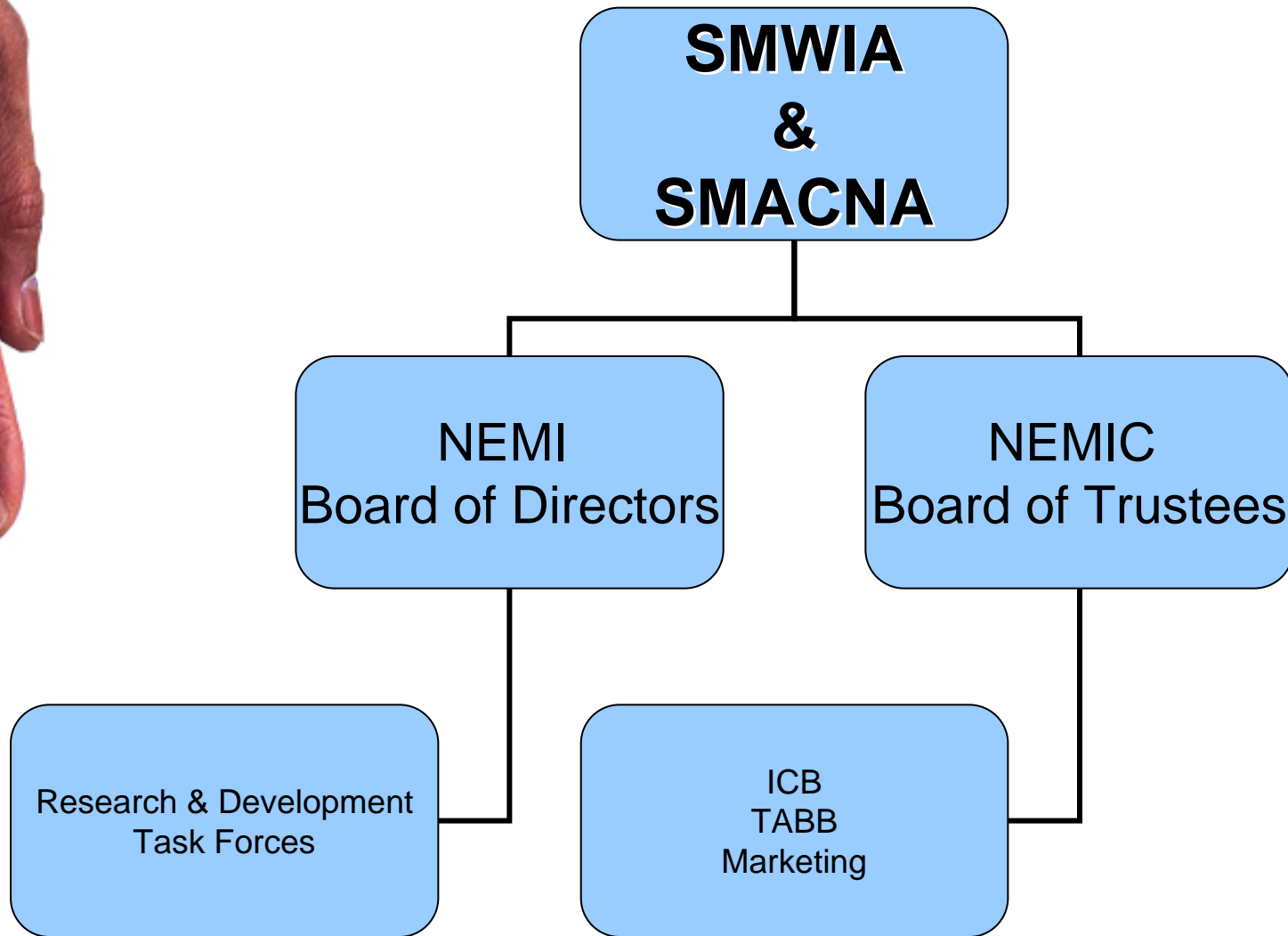
## Opportunities

- Expand contractor opportunities.
- Give consumers one stop shopping:
- HVAC expertise vs. sheet metal contractor.
- Different career paths for SMWIA members.
- Control more market share of HVAC.
- Set standards.
- Research and development.

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# ICB Conference

- San Jose CA
- May 4<sup>th</sup> 08<sup>th</sup>
- Fire Life Safety
- Fume Hood
- TAB
- Tour of Local 104 training facility



# Questions



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**NEMI**

**NEMIC**

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