

SMACNA SPECS

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2ND ANNUAL SHEET METAL INDUSTRY NIGHT

The West Atrium of the David L. Lawrence Convention Center was the site for the 2nd Annual Sheet Metal Industry Night on March 9.

The evening, hosted by the Western Pennsylvania Sheet Metal Labor Management Cooperation Fund, was designed to give local architects and engineers an opportunity to gain some valuable educational credits, while giving contractors an opportunity to talk with the design professionals.

Two seminars were presented this evening: *An Update on Green Building Performance* and *Costs and Copper in Architecture*.

Alan Traugott of CJL Engineering presented the first seminar

while H. Wayne Seale of the Copper Development Association presented the other.

Also, a number of companies had booths set up around the West Atrium to allow attendees to view their products and services (*a list of exhibitors and sponsors can be found on the back page*).

The goal is to continue providing this service to the design community. We would like to thank everyone who came out on the 9th and hope that you will continue to be part of this event. We want our Industry Night to

continue growing.

Any architect or engineer who would like to take part in next year's event should contact the SMACNA office to be placed on the mailing list.



Alan Traugott's Seminar



Getting Set Up for the Evening



Apprentice Coordinator Bill Yester

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Schedule of Events

Remember, you can always find an up-to-date calendar of events at www.smacnawpa.org.

April 6-9—Northeast States Council Meeting

April 12—Health and Welfare Trustees Meeting

May 21-23—Legislative Leadership Conference

June 4-6—SMACNA Council of Chapter Representatives Meeting

June 15-17—SMACNA of Pennsylvania State Convention

Future Events

August 7—SMACNA Golf Outing at Pittsburgh Field Club

October 7-11—SMACNA National Convention in Scottsdale, AZ

Sun	Mon	Tue	Wed	Thu	Fri	Sat
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

MAY 2006

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21	22	23	24	25	26	27
28	29	30	31			

JUNE 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
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11	12	13	14	15	16	17
18	19	20	21	22	23	24
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THE FUTURE OF OUR INDUSTRY

There are a number of concerns when it comes to looking at the future of the sheet metal industry...or the construction industry in general for that matter. Will there be work? Can we get the work? Can we get the work at a price that will allow us to see some profit?

FMI, a management consulting firm for the construction industry, says that the biggest concern for the future of the construction industry may be a lack of qualified people. This includes not only those who perform the labor, but also the people who manage and oversee the operations on a daily basis.

The industry is not attracting as much good, young talent as it once did. That is a fact that no one will argue. However, the reasons for that are varied. There is the "industry image". Many young people have an image of the construction industry as dirty work in cold or hot environments. You have to get up early every day and work hard until your body can't take it any longer and then you attempt to retire.

The construction industry used to be a place where fathers wanted their sons to work in construction because it was a good job with good pay. Now, most parents push their children as far from the industry as possible. Sending a child to college has become almost as common as sending them to high school. Many people now believe that every child should go to college because they can make more money and live a better life. However, in their book, *The 2005-2006 US Markets Construction Overview*, FMI says that there is an irony in the fact that a skilled tradesperson can actually

make more money than a college graduate in their early years.

Another major concern is simply the age of our society. We are an aging society in the US. Many of the nearly 76 million Baby Boomers who have been the backbone of US economy for the past three decades are now either retiring or preparing to retire. These are the people with the skills, the knowledge, and the history of the industry. Many of them have gone from "working with the tools" to management positions where they have been successful because they understand how the industry works from the inside out.

How companies replace these people will be key to their survival and profitability. Some of the questions that each company will have to answer are: (1) How can I keep my quality workers for the long term?; (2) How can I replace those workers who have been the backbone of my company for many years and are preparing to retire?; and (3) Are there going to be enough workers looking to the construction industry in the future to allow me to keep a quality workforce that makes profits for my company?

There may not be many answers at this point but there are many questions that will have to be answered in the near future. The answers will determine the fate of the construction industry in the United States.

SMACNA EXECUTIVE DIRECTOR EARNS CERTIFIED ASSOCIATION EXECUTIVE CREDENTIAL

The American Society of Association Executives has announced that James T. Strother, Jr., Executive Director of SMACNA of Western Pennsylvania has earned the Certified Association Executive (CAE™) credential. The CAE is the highest professional credential in the association industry. Less than five percent of all association professionals have earned the CAE.

To be designated as a Certified Association Executive, an applicant must have a minimum of three years experience in nonprofit organization

management, complete a minimum of 75 hours of specialized professional development, pass a stringent examination in association management, and pledge to uphold a code of ethics. To maintain the certification, individuals must undertake ongoing professional development and activities in association and nonprofit management. Approximately 3,300 association professionals currently hold the CAE credential, which was first awarded in 1961.

The American Society of Association Executives (ASAE) is an individual membership organization made up of nearly

23,000 association executives and industry partners representing nearly 12,000 organizations. Its members manage leading trade associations, individual membership societies, and voluntary organizations across the United States and in 50 countries around the globe. ASAE also represents suppliers of products and services to the association community. For more information, visit www.asaenet.org.

EXHIBITORS AND SPONSORS

2ND ANNUAL SHEET METAL INDUSTRY NIGHT

Beaver Steel Services, Inc.	K&I Sheet Metal, Inc.	Ruthrauff, Inc.
C.L. Ward & Family, Inc.	Local 12 JATF	Scalise Industries
Demmler Machinery	McKamish, Inc.	SMACNA of Western PA
Ductmate Industries, Inc.	Rabe Environmental Systems	SSM Industries/Mid-States Spiral
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SMACNA OF WESTERN PENNSYLVANIA

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We're on the web!
www.smacnawpa.org