



SHEET METAL INSIGHT

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The seven-week SMART Heroes program provides sheet metal industry training free of charge to men and women transitioning from active duty to civilian life, helping jump-start a successful career for our nation's veterans. This spring, we reached an exciting milestone by celebrating our 40th cohort of the Washington branch of this program, marking some 388 service members and veterans who've graduated from the SMART Heroes program in Washington since its August 2017 inception.

In our last issue, McKinstry's Lucas Cramer touched on hydrofluorocarbons (HFCs) in the Code Corner article. These common chemicals used in HVAC equipment have been found to have thousands of times more global warming impact than carbon dioxide and have become an important topic throughout our industry. In 2019 and 2021, the Washington State Legislature passed laws phasing out HFCs, requiring manufacturers to use safer, more environmentally friendly refrigerants. And in January 2024, the Washington Department of Ecology adopted a rule supporting the transition away from HFCs and setting maximum global warming potential (GWP) thresholds in refrigeration, air conditioning and heat pump products and equipment. To better understand the impact of this rule on your company, check out the full informational guidebook online¹.

The spring and summer months saw no shortage of informative meetings and exciting networking events. Fresh from our annual Golf Tournament on July 25, members had a great time playing "fore" pink, and our group collectively raised more than \$6,000 in support of the Fred Hutchinson Cancer Research Center! Thank you to everyone who came out and made this another fun and memorable event. We hope to see you all at more events through the rest of the year!



Julie Muller
JULIE MULLER
 Executive Vice President
 SMACNA-WESTERN WASHINGTON

SMACNA-WESTERN WASHINGTON

SHEET METAL INSIGHT

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FROM THE DESK OF JULIE

INDUSTRY INSIGHT » JULIE MULLER, ESQ.

SMACNA-Western Washington contractor members, along with our labor partners at Sheet Metal Workers' Local 66, work together on many initiatives. Our goals are aligned; we all want to elevate the sheet metal industry by delivering unmatched quality and providing the highest-trained workforce. To that end, our negotiating committee worked tirelessly with Local 66 leaders this spring to ratify a new four-year collective bargaining agreement. We look forward to our continued partnership and progress in the years to come!

As we continue to face an industry-wide skills gap, **SMACNA-WW and SMW 66** are proud to continue our **recruitment efforts** by offering the **SMART Heroes program**.

¹Hydrofluorocarbons Adopted Rule Language: bit.ly/3xIMFGd



WHO ARE WE? **SMACNA-WESTERN WASHINGTON**



SMACNA-Western Washington is a local chapter of the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA).

The mission of SMACNA is to create a competitive advantage for members through industry education, labor relations, standards development, industry representation and business studies. SMACNA members are innovative and forward-thinking sheet metal contractors who specialize in:

- HEATING, VENTILATION & AIR CONDITIONING (HVAC)
- ARCHITECTURAL SHEET METAL
- INDUSTRIAL SHEET METAL
- KITCHEN EQUIPMENT
- SPECIALTY STAINLESS STEEL
- MANUFACTURING AND CUSTOM FABRICATION
- REPAIR SERVICES
- SIDING AND DECKING
- FLOW TESTING AND BALANCING
- ENERGY MANAGEMENT AND MAINTENANCE

Well-known and respected within the construction industry, our contractors provide the highest quality workmanship, professionalism and service to customers. They care about the life cycle of the project, not just the winning bid. You'll find SMACNA contractors working in all construction sectors whether industrial, commercial, institutional or residential.

SMACNA contractors developed the technical manuals and standards that today are accepted worldwide in the construction community. As industry leaders, they continue to adopt and apply the latest technologies to HVAC and sheet metal work. From duct construction and installation to air pollution control, energy recovery and more – they do it all.

WHAT IS OUR PURPOSE? **SUPPORT THE SHEET METAL INDUSTRY**

The ultimate goal of SMACNA-Western Washington is to achieve and maintain the following principles and programs for the sheet metal industry:

1. To establish advertising, publicity and promotional activities that advise the public of the nature, extent and availability of services performed by the industry.
2. To promote educational programs to formulate high quality standards of sheet metal construction.
3. To aid in the formulation of uniform sheet metal specifications and improvement of state and municipal codes.
4. To expose fraudulent or misleading advertising or representations intended to deceive the public.
5. To encourage and promote trade practices that will eliminate unfair competition or exploitation of the sheet metal industry.
6. To encourage and promote the establishment of a uniform pattern of payments by customers during the progress of jobs to avoid inequitable payment delays and economic penalties.
7. To provide a forum for the discussion of the common interests and problems of labor and industry, and to encourage and promote harmonious relations between labor and industry.
8. To encourage any proper activity that will increase the efficiency of the industry and its ability to serve the public.

CODE CORNER



LUCAS CRAMER

Sheet Metal General Foreman
MCKINSTRY
LucasC@McKinstry.com

SMOKE CONTROL & TESTING CODES IN WASHINGTON

CODE CORNER » SMOKE CONTROL & TESTING CODES

CLEARING THE AIR

- To say the relationship between humans, fire and smoke is toxic is an understatement. Most people don't realize it, but **smoke is nearly as dangerous as fire.**

The National Fire Protection Association (NFPA) tells us that most fire deaths are caused by smoke inhalation.

Beyond the hazard of potentially inhaling hot, toxic particulate, smoke makes it difficult to find your way out of a burning building. Smoke control systems can help mitigate all of this. Washington State requires smoke control systems in all high-rise buildings and "large volume" buildings, like shopping malls, health care facilities, concert venues, theaters and sports arenas. Understanding the guidelines behind these codes is important, but knowing why the codes are the way they are is even more important.

Sources: [nfpa.org](https://www.nfpa.org), [iccsafe.org](https://www.iccsafe.org), [ecostuxture.com](https://www.ecostuxture.com), [ashrae.org](https://www.ashrae.org)



BASIC SYSTEM TYPES

- Building smoke control systems can generally be divided into two types: **shaft protection** and **floor protection**. Shaft protection consists of stairwell pressurization systems and elevator hoist-way systems. Floor protection involves several variations of zoned smoke control. Use of a particular system or combination of systems is dependent on building and fire codes as well as occupancy and life safety requirements.

STAIRWELL PRESSURIZATION SYSTEMS

- Stair towers are the most common dedicated smoke control systems. These are stairwells with a ventilation system isolated from the main building. Fire-rated doors on each floor allow access to the stair tower, which is mechanically pressurized with outdoor air to help keep smoke out for long enough so occupants can evacuate in the event of a fire. They are also used by firefighters for staging.

The two types of stairwell systems:

- Non-compensated** – A fan supplies outdoor air, providing two or more positive pressure differentials: one with all the doors closed, one with one door open and so on.
- Compensated** – Supply air from a fan system adjusts the positive differential based on the various combinations of opened and closed doors. You can perform this adjustment by either modulating supply airflows or by relieving excess pressure from the stairwell. Typically, over-pressure relief may utilize barometric dampers, motor-operated dampers, an automatically opening stairwell door at ground level or an exhaust fan.

- It's important to pressurize a stair tower enough to keep smoke out. However, if the pressure in the stair tower is too great, opening the door to the stair tower can be difficult.

ELEVATOR SMOKE CONTROL

- Elevator shafts form perfect chimneys to draw smoke into the upper levels of a building. The seals on elevator doors are often poor, making it easy for smoke to spread to multiple floors through the elevator shaft. To have a usable elevator during a smoke emergency, the shaft must be pressurized the same way as a stair tower. But the nature of elevators makes pressurizing elevator shafts difficult.

- While several methods for correcting the problems of air pressurization in elevators have been proposed, there are no firm recommendations regarding elevator smoke control. Refer to the NFPA 92 and UL864 standards for additional information. Remember the local Authorities Having Jurisdiction (AHJ) and project specifications may require control beyond that specified in the above standards.

FLOOR PROTECTION

- Pressurized stairwells are intended to control smoke to the extent that they inhibit smoke infiltration into the stairwell. However, in a building with just a pressurized stairwell, smoke can flow through cracks in floors and partitions and through other shafts. The concept of zoned smoke control is intended to limit this type of smoke movement from within a building.

ZONED SMOKE CONTROL

- Smoke movement is inhibited by dividing the building into smoke control zones, with each zone separated by smoke barriers. These smoke barriers can include partitions, floors or doors that you can close. In the event of a fire, pressure differences and airflows produced by mechanical fans and operating dampers can be used to limit the smoke to the zone the fire originated. When a fire or smoke condition occurs, all the non-smoke zones that are contiguous to the smoke zone are positively pressurized and the smoke zone is negatively pressurized. Optionally, all remaining smoke control zones in the building may also be positively pressurized. With smoke contained to the smoke zone, it can then be exhausted.

I hope that my findings on smoke control help to clear the air on why it is such an important focus that spans the many code families. Always remember to check the local jurisdiction for additional requirements.



HOLMBERG MECHANICAL: 75 YEARS OF CHALLENGING PROJECTS & CREATIVE SOLUTIONS

MEMBER HIGHLIGHT » HOLMBERG MECHANICAL

H olmberg Mechanical's employees have referred to themselves as "the Holmies" since the '80s, and it's indicative of their people-first culture. Angela White, Holmberg's marketing manager, says human connection is big for the 75-year-old, Bellevue-based company, and this has remained constant across seven decades of growth and change.

“Our role as business leaders and elite subcontractors is to build inclusive relationships with all our employees and clients to ensure a successful future for all.”

ANGELA WHITE
Holmberg Marketing Manager

“Connecting with others is a huge part of working in the construction industry,” Angela says. Our role as business leaders and elite subcontractors is to build inclusive relationships with all our employees and clients to ensure a successful future for all.”

H olmberg Mechanical was established as Holmberg Plumbing in 1949 by Arne Holmberg. Arne's son, Pher Holmberg, took over in the '80s after some 30 years

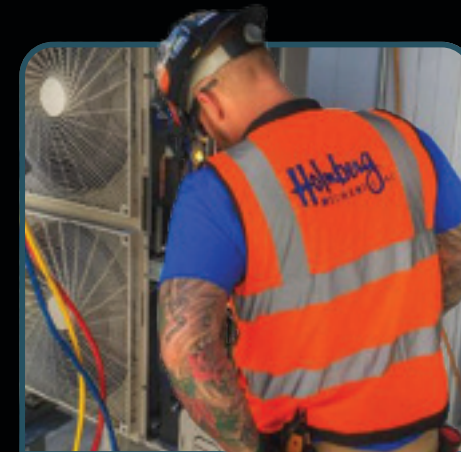
preconstruction, BIM and VDC services. Angela's been with the company for 12.5 years as their first marketing manager. Holmberg Mechanical currently employs some 180 people and has been a SMACNA Western Washington member for 11 years.

Angela says Holmberg doesn't necessarily specialize in any specific kinds of projects, which gives them more room to be creative.

Recently, Holmberg provided preconstruction consulting, field verification, BIM services and mechanical system builds on the update to Seattle's Colman Dock Ferry Terminal. The \$489 million project took some six years to complete and is the

of growth. Angela's husband, Jeff White, bought the company in 2007 and rebranded as Holmberg Mechanical in 2010 to reflect the addition of HVAC services, design-build engineering,

Washington State Department of Transportation's (WSDOT) flagship ferry terminal, serving more than 10 million annual ferry riders a year. Holmberg also has its hands in the ongoing updates at Seattle's SeaTac International Airport as well as expansions to Sound Transit's light rail public transit system. Public



projects like these have the potential to positively impact the lives of thousands of commuters tired of I-5 gridlock.

“It's one thing to build the \$20 million penthouse condo, it's another to help provide better public transportation, or a better public airport experience,” Angela says. “I feel you have to have a balance of both to be successful.”

Speaking of penthouse condos, Holmberg is close to wrapping work on Avenue Bellevue, a 1.1 million square foot, 26-story luxury tower in downtown Bellevue with 365 condos, a 208-room hotel, abundant retail space and several high-end dining spots.

“It was our largest job ever,” Angela says of Avenue Bellevue. “It was really challenging for our team in a good way because there were so many moving parts with it.”

Another project on Holmberg's roster is the first automated parking garage in the Northwest, which is part of the Spire tower – itself a bit of a creative challenge. Spire was built on a triangular-shaped lot in downtown Seattle roughly the size of a lot for a single-family home. Saving space was paramount, so the tower's eight-story, 266-car parking garage is completely underground. Residents drive their cars onto one of three street-level platforms, park, punch in a code and watch their vehicle disappear down a hole to a transfer floor, where a series of robotic lifts and trolleys move the car to the nearest open parking slot.

Tackling exciting projects makes working at Holmberg Mechanical a rewarding experience. It shouldn't be a surprise, then, that the company was voted by its employees as a Best Place To Work in the Puget Sound Business Journal six times in the past seven years.

“The Holmies” work to raise each other up – and the greater community.

Beyond public sector projects, Holmberg Mechanical works regularly with local non-profits, selecting different projects at each year's holiday party. A few recent examples include Mission Outdoors, a not-for-profit organization dedicated to helping veterans find connection, community and camaraderie through shared outdoor experiences; and a wheelchair ramp build in partnership with the Master Builders Association of King and Snohomish Counties as part of their annual “Rampathon” volunteer initiative, which has built more than 600 ramps in Western Washington since it started in 1993.

“In May, we built a wheelchair ramp for a beautiful young lady named Trystan. We just wanted to make life for her and her family a little easier,” Angela says, noting Trystan's parents had to lift her in her chair by hand to get in and out of the house. “The Holmies who came out for the wheelchair ramp build, they could build something like that in their sleep. While the work is straightforward for them, it's everything to the family – and our mission to serve.”



LEARN MORE »



Nearly 600 people have graduated from The SMART Heroes program.

JATC NEWS: SMART HEROES PROGRAM GRADUATES NEARLY 600 PEOPLE

JATC » SMART HEROES PROGRAM

Nearly 600 people have graduated from The SMART Heroes program, which offers active-duty U.S. military personnel and returning vets first-year sheet metal apprenticeship training for free. The program jam-packs one year of apprenticeship knowledge into seven weeks, after which graduates head to their local of choice anywhere around the country to continue training as a second-year apprentice.

The International Association of Sheet Metal, Air, Rail and Transportation Workers (SMART) joined forces with SMACNA, Helmets to Hardhats, the International Training Institute and Western Washington Sheet Metal JATC to bring the SMART Heroes program to life in 2017. The pilot program was run out of Joint Base Lewis McChord with the Western Washington Sheet Metal JATC at the helm, where the West Coast branch of the program remains. A second branch started in 2019 at Sheet Metal Workers Local Union 9 in Colorado Springs, Colorado.

Joshua Moore, field representative and SMART Heroes specialist with the International Training Institute,

says 364 graduates have continued on to second-year apprenticeships. Moore admits there's work to do to get those retainment numbers up, but that's 364 military vets re-integrating into civilian life with a good paycheck, something positive to focus on and the camaraderie of union brotherhood and sisterhood – not to mention a secure, high-paying career opportunity in the skilled trades. As a veteran himself, Moore says the importance of these things for someone headed home from active duty can't be overstated.

Shelby Owen wasn't sure what to do when she returned to civilian life after eight years as an aircraft structural maintenance mechanic with the Air Force. Her father suggested a union trade career, and HVAC seemed like the closest matching skillset. A quick internet search brought up Local 66 in Dupont, Washington, and the SMART Heroes program. She graduated from the program in 2019.

"The SMART Heroes program really helped give me direction after leaving the military. I'd joined the Air Force right out of high school and military life was all I'd known," Owen says. "The civilian world is chaotic with no strict set of rules to follow like I was used to. This program gave me an opportunity to start a career that would see myself and my family fed with a roof over our heads while I figured myself out and adjusted."

After she graduated from the program, Owen became a second-year HVAC apprentice for Miller Sheet Metal in Bremerton, where she works today.

Owen didn't forget how challenging returning home from service was. Wanting to help her fellow veterans as much as possible, she worked with her colleagues at Local 66 to form the Local 66 Veterans Outreach Committee. Thanks to Owen, SMART Heroes grads have an opportunity to receive mentorship beyond what the program offers, and it continues after they graduate.

Owen says the committee helps vets with things like peer advisership, apprenticeship study groups, home purchasing utilizing VA home loans, job placement and is generally there to help veterans navigate transitioning back to civilian life.

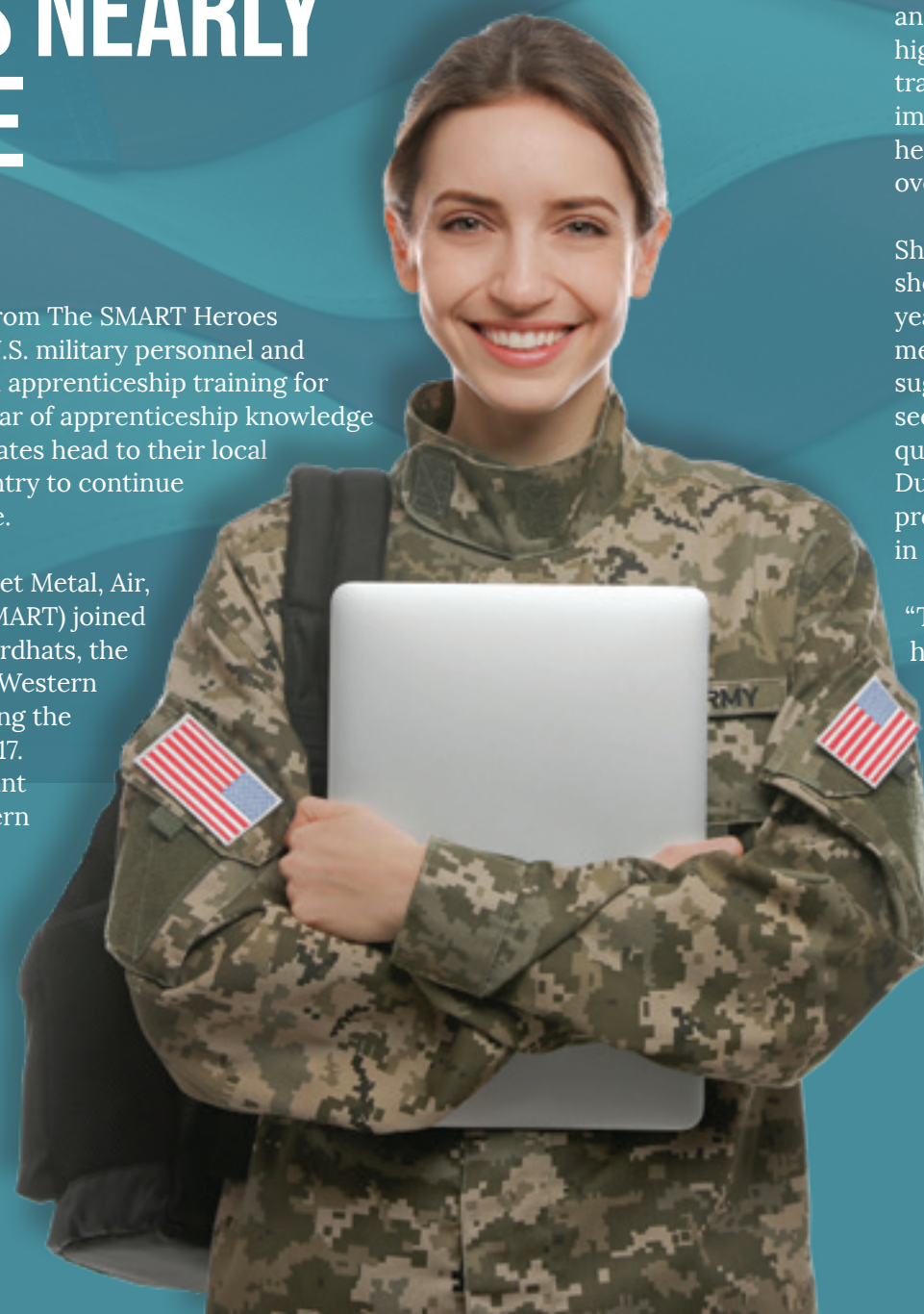


"Honestly, it's so hard to transition in general, I just kind of **wanted to make sure I could help others as much as possible**," she says.

A few veterans from SMART Local 55 in the tri-cities/Boise area are working with Owen and her team at Local 66 to develop the Northwest Regional Council Veteran's Committee in efforts to help even more veterans in the trades establish healthy, meaningful lives back home, both on the job and off.

"Mentoring one of these individuals is one of the best ways you can help them find their footing in the trade and find their footing back home," Moore says. He encourages anyone who wants to help the non-profit SMART Heroes program expand to either make a donation via SMARHeroes.org or, for those near Local 66 or Local 9, to considering reaching out about volunteer opportunities.

"Time," he says, "is always a great thing to donate."





MARKETING 101: MARKETING BUZZWORD CHEAT SHEET

MARKETING » BUZZWORDS

Everything in construction can be improved through data analytics, including risk analysis, jobsite safety, project performance and delivery. It gives you the information you need to make more informed decisions and sets you up for future successes. So why should your approach to marketing be any different?

Today's digital strategies are a far cry from the spray-and-pray tactics of the traditional avenues you're probably used to. How do you measure the success of your commercial on cable TV? You can't.

But investing in data-driven marketing can help you better understand your customers, personalize your content, reach the right people at the right time and track your results to achieve better ROI.

If words like CTR and geotargeting have you scratching your head, check out our cheat sheet of top marketing buzzwords so you can better understand how today's technology can benefit your company!



IMPRESSION

An impression is when a user sees – but does not engage with – your advertisement. Impressions are an important metric to know how many eyes have seen your campaign. For example, let's say your Facebook page has 100 followers and you publish one post. If every one of those followers sees it, you'd have 100 impressions. But what if five of those followers also shares the post? Each person who sees those five shares would be included in the number of impressions.



CTR

CTR, or clickthrough rate, is a tactic to measure engagement. It shows how many people were interested enough in your content or ad to click on it. The number of clicks divided by the number of times your content was shown (impressions) is your CTR measured as a percentage. CTR will vary based on industry, campaign goals and metrics, but a good CTR for email campaigns is generally between 2-5% and mobile search ads is around 3.5%.



CONVERSION

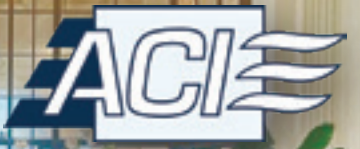
In the simplest terms, a conversion is when a user has completed a desired action on your website. For example, they fill out a form for more information and become an active lead rather than a passive visitor. Conversions can refer to sales, leads, email signups, visits to a key page and more trackable actions that keep users moving through your marketing funnels to (hopefully) become customers.



GEOTARGETING

Geotargeting is a smart (and effective) way to serve your ads to people based on their location. It can be broad, like a region or city, or more specific, like a single ZIP code. This tactic allows you to deliver more relevant content and localized promotions to users and potential employees, which can help increase brand awareness and user engagement. Geotargeting can generate a lot of data, so it's important to review your campaign's performance and make necessary tweaks to optimize them for better results.

Whether you're interested in growing your business, attracting more clients, recruiting new talent or something else, leveraging today's digital strategies will help you get closer to those goals. Not sure how or where to start? Enlist the help of a professional full-service marketing team, who can audit your current approach and find new opportunities to maximize those marketing dollars.



ACI MECHANICAL & HVAC SALES: ACI HELPS BUILDINGS THRIVE

AFFILIATE MEMBER HIGHLIGHT » ACI MECHANICAL & HVAC SALES

There's a reason ACI Mechanical & HVAC Sales has been around since 1985. For nearly 40 years, the ACI team has delivered customized HVAC solutions to building owners, contractors and engineers across the Pacific Northwest, providing start-up and project management services, design assistance, training opportunities and more.

Originally called Air Commodities, Inc., the company was founded and shaped by Jim Sinclair and Michael Otani. Five years ago, current president Keith Glasch entered the picture. At the time, Glasch was the president of Ruskin in Kansas City, Missouri.

"Five years ago, Jim called me and asked if I knew anyone

who wanted to buy him out. I said, 'I do, Jim!' I was done with corporate America, and wanted to work for a smaller company," Glasch said. "Never once had I ever thought of moving to Seattle, but it's the best decision I ever made after marrying my wife."

ACI has three locations: Seattle, Spokane and Portland. Today, the company partners with more than 60 leading manufacturers of commercial HVAC equipment to maximize energy efficiency, building economics and occupant comfort. Their mission? Helping buildings thrive – and the ACI line card includes many of the top innovative brands their customers rely on, including Price Industries, Ruskin, Carrier, Twin City Fan, Camfil and more.

"Today's technology requires more complex designs driven by energy codes, so we brought on more lines to better

serve our customers with more than just the air distribution products we were focused on before," Glasch said.

ACI's bread and butter lies mostly in commercial applications, but their products are used across a variety of markets, including education, healthcare, hospitality, data centers, industrial, laboratories, and multi-family residential. The ACI team also regularly explores additional ways to add value to their customers, like secure warehouse storage space for customers in the event of a project delay.

"We have a lot of in-stock product, which is not a great way to make money, by the way," Glasch said with a laugh. "But we'd rather have the product on-hand because it gets our customers out of jams when we have the things they need to fix their issue *right now*. Commercial HVAC is difficult, and we have so many people here who have

been around the block and who've encountered various problems before and have a way to solve it. There's a legacy of teaching other people in the company. There's so much experience here and we love sharing it with our customers."

Under Glasch's leadership, the company has experienced incredible growth since the pandemic. Sales have more than doubled, and the ACI team now numbers 76 – a considerable boost from the mid-40s. Glasch is also responsible for the culture shift that better defined the company's vision and values.

getting it right – guaranteed. We're constantly communicating with our customers and going above and beyond to help them look good."

To stay connected with their customers, the ACI team regularly hosts appreciation events and trainings. They also find value in SMACNA-Western Washington member events.

"I'm part of several professional organizations, but I learn the most from SMACNA," Glasch said. "The quality of programming is really, really good. Not only that, but I get to hear from my customers when I attend meetings in a



“One of our values is **‘thrive together,’** and that means **if we’re not winning together, it’s not working,**” Glasch said.

“If there’s one reason that we’ve grown, it’s because our customers trust us. We have a policy of

neutral environment, and it gives an opportunity for new people in my company to get a better idea of what’s going on in the industry.”

For buildings that thrive, trust the experts at ACI to help find a customized solution for your unique application!



LEARN MORE »

HEAVY METAL

SUMMER EXPERIENCE

HMSE: HEAVY METAL SUMMER EXPERIENCE CAMP UPDATE

CAMP UPDATE » HEAVY METAL SUMMER EXPERIENCE

SMACNA-Western Washington was pleased to have three member companies participate as Heavy Metal Summer Experience host locations this summer: Hermanson Company, Johansen Mechanical and McKinstry. Each camp kicked off in June and gave students hands-on experiences and practical knowledge of what it takes to succeed in a trades-related career.

Our association has been deeply involved in the evolution and growth of HMSE since it began in 2021. To ensure the program continues to give students the best opportunities for success in a trades-related industry, our labor partners at SMW Local 66 began offering a new benefit this year by granting direct entry for one student per camp into the apprenticeship program!

“Part of the mission of HMSE is to remove barriers for recruitment into our industry,” said Julie Muller Neff, SMACNA-WW Executive Vice President.

“This is a fantastic opportunity to continue building on the success of the program and make sure we’re giving students the chance they deserve at a high-earning, successful future. We applaud our JATC for this exciting new development, and wish the deserving students luck in their future careers!”

HMSE 2024 camps were made possible thanks to the generosity of 45 sponsors, including the addition of SMACNA/SMART as new Titanium-level sponsors.



THANKS TO OUR NATIONAL PARTNERS!

	TITANIUM
	SILVER
	BRONZE
	STEEL
	IRON

INTERESTED IN BECOMING A SPONSOR OR HOST LOCATION NEXT SUMMER?

Visit HMSE.org or email info@hmse.org for more information!

BECOME A HOST OR FUNDING PARTNER »
HMSE.org



MEMBER OPPORTUNITY: HAVE YOUR COMPANY FEATURED IN SHEET METAL INSIGHT

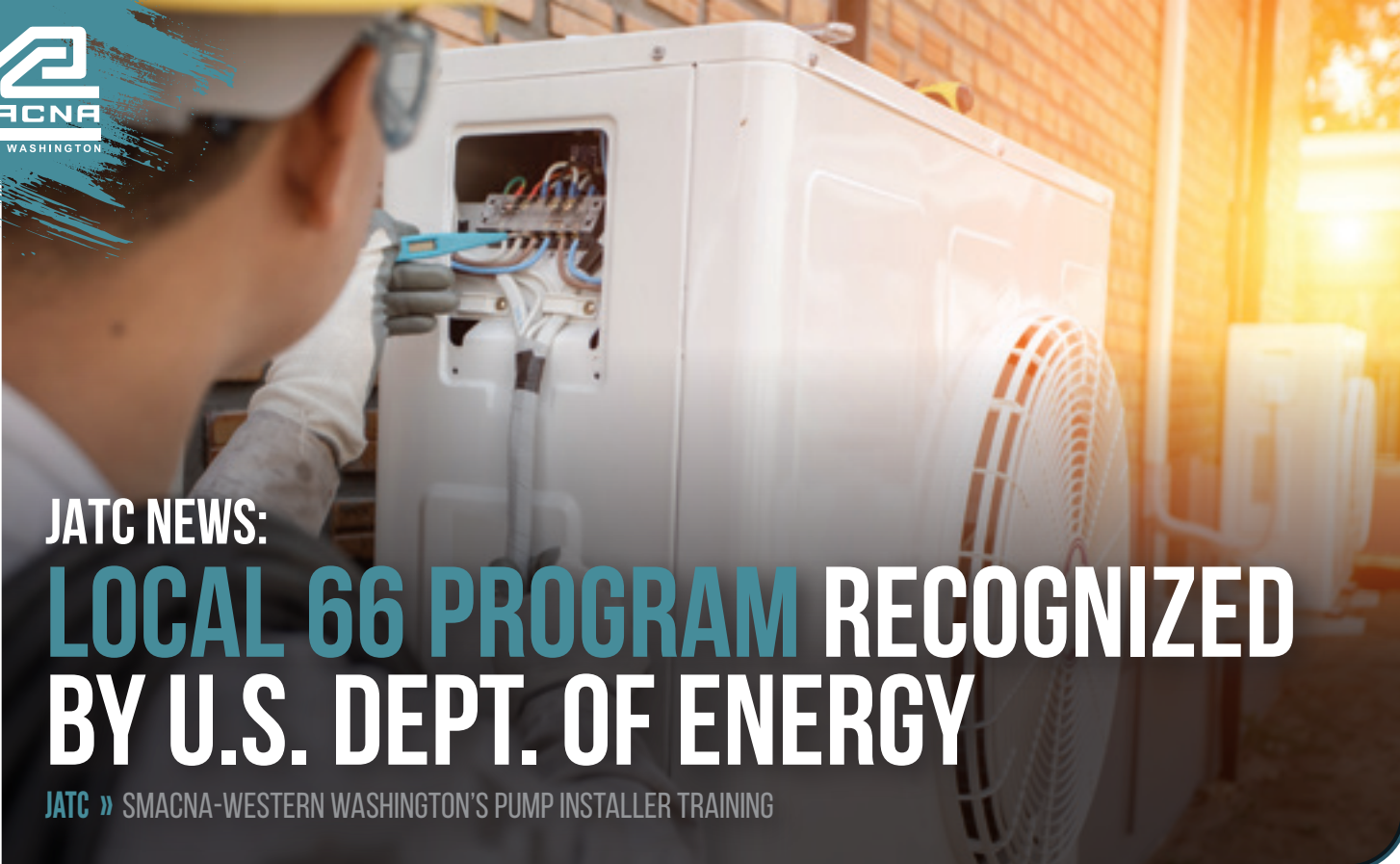
Has your company recently celebrated a milestone anniversary, award or other industry achievement?

We want to hear about it! Contact our marketing partners at Nehlsen Creative to spread the word in the next issue of Sheet Metal Insight.

Notify@NCPR.com



EMAIL NEHLSEN »



JATC NEWS: LOCAL 66 PROGRAM RECOGNIZED BY U.S. DEPT. OF ENERGY

JATC » SMACNA-WESTERN WASHINGTON'S PUMP INSTALLER TRAINING

Western Washington Sheet Metal JATC's heat pump installer training curriculum was recently recognized by the U.S. Department of Energy (DOE) as "Energy Skilled" in the heat pump installation category.

DOE's Energy Skilled program recognizes credential programs that prepare workers for in-demand jobs integral to clean energy transition. Recognized programs are listed on the DOE's Energy Skilled website and receive Energy Skilled branding material for marketing purposes.

"There's a ton of grants out there right now for any kind of heat pump training," Western Washington Sheet Metal JATC Executive Administrator Jeff Reinhardt said. "Having this recognition makes it that much easier to qualify for those grants."

Reinhardt said the JATC's heat pump installation curriculum already ticked all the boxes the DOE requires for this recognition before

“.....
It was already built into our curriculum as part of our HVAC service apprenticeship. We didn't have to change anything we were doing.
.....”

JEFF REINHARDT
Western Washington Sheet Metal
JATC Executive Administrator

they were made aware of it by SMART Local Union 265.

"It was already built into our curriculum as part of our HVAC service apprenticeship," he said. "We didn't have to change anything we were doing."

For more information on the Department of Energy's Energy Skilled Recognition program, scan the QR code.



MORE DETAILS »



MAY 14 EX-UNDERCOVER OFFICER SHARES COMMUNICATION TIPS

RECAP » MAY MEMBER MEETING

Our Membership Meeting on May 14 was hosted at the Museum of Flight in Seattle. The 78 attendees who joined us were treated to an engaging presentation by former undercover police officer and federal prosecuting attorney, Pamela Barnum.

Throughout her career, Barnum has dealt with some of the most dangerous people imaginable – and has had to find ways to build trust and detect deception through body language. As a nonverbal communication expert and trust strategist, she delivered an eye-opening presentation on trust and communication with techniques attendees could start using immediately. Before and after the program, attendees were able to explore the museum's exhibits and see mankind's amazing history of flight.

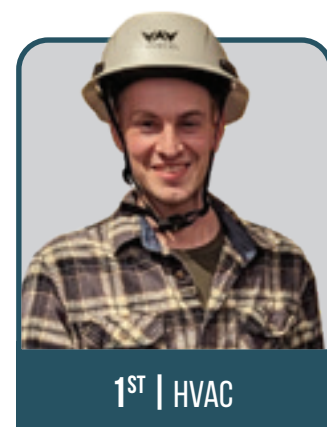




MAY 1-2 APPRENTICE CONTEST

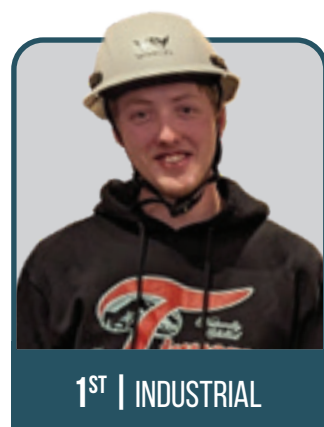
RECAP » SMW LOCAL 66 HOSTS APPRENTICE CONTEST

This spring, SMW Local Union 66 apprentices competed in the union's annual apprenticeship contest. They tested their skills and training across four categories: HVAC, service, architectural sheet metal and industrial. Winners were recognized during the awards banquet at the Hotel Murano in Tacoma; they are:



1ST | HVAC

JASON SCHMITT
Holiday Park
EVERETT JATC



1ST | INDUSTRIAL

SAM WADE
NW Mountain Air
DUPONT JATC



1ST | SERVICE

SPENSER DORSEY
West Coast Mechanical
DUPONT JATC



3RD | SERVICE

CONNER NIELSEN
PSR Mechanical
EVERETT JATC

In addition to the overall contest, there were a number of side competitions. One involved a virtual lift trainer from the iTi with a scoring feature, where all participants were able to compete for prizes. Another was the "screw off," where participants installed as many screws as they could in 60 seconds. The winner of both was Ethan Sabutis of MacDonald Miller and Dupont JATC.

Thank you to everyone who helped make this year's competition a success, and congratulations to all apprentices for your continued commitment to the program.



VIEW THE FULL
PHOTO LIBRARY »
Apprentice Contest



MAY 31 BASEBALL NIGHT

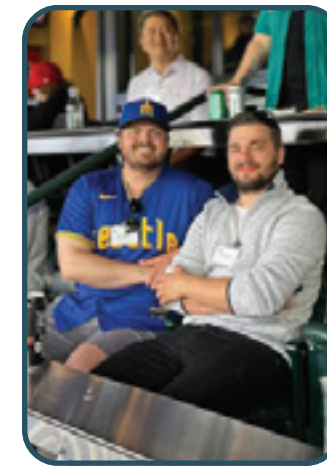
RECAP » 7TH ANNUAL BASEBALL NIGHT

On May 31, we held our 7th annual Baseball Night in partnership with our SMACNA Young Leaders Association. Nearly 80 SMACNA-WW members and students from local colleges and universities joined us for a fun night of sports and networking. Students pursuing degrees in construction management, engineering and business scored valuable facetime with our member firms' owners and management teams, making it a great opportunity for all to connect! Plus, our Seattle Mariners beat the Los Angeles Angels 5-4.

Nearly 80 SMACNA-WW members and students from local colleges and universities joined us for a fun night of sports and networking.

Thanks to everyone who came out to make this another successful event!

Check out [page 26](#) to see what else we have on the [calendar](#).



PLAY FOR PINK

2024 ANNUAL GOLF TOURNAMENT



JULY 25 ANNUAL GOLF TOURNAMENT

RECAP » 2024 GOLF TOURNAMENT

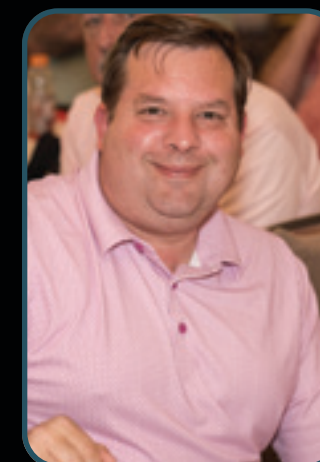
Despite the chilly weather, 156 members turned out to support our annual Golf Tournament on July 25. During registration, participants wrote their names on a golf ball and placed it on the putting green, then were treated to a delicious breakfast taco, Bloody Mary and Screwdriver bar. SMACNA-Western Washington President BJ Giri kicked off the festivities by shooting a cannon toward the players' balls.

Throughout the day, players networked, competed for prizes, posed for photos with the Seahawks Dancers and enjoyed more than 750 street tacos at the popular taco stand (with tasty margaritas to wash them down). After golf, players attended a cocktail reception overlooking the beautiful course and downtown Bellevue, followed by a steak and salmon banquet.

We were pleased to have two special guests in attendance this year: SMACNA National CEO Aaron Hilger and President Carol Duncan. Thank you for coming! And thank you to our generous sponsors for once again helping make this a memorable event!

THANK YOU TO OUR 2024 SPONSORS

- ACCO ENGINEERED SYSTEMS – Golf Cannon
- JB – Hole
- MESTEK MACHINERY – Photo Booth
- IREX ARGUS CONTRACTING – Hole
- STAR RENTALS – Hole, Pin Flag & Beverage Carts
- SHOEMAKER MFG. – Hole & Beat the Pro
- MILWAUKEE – Hole
- AIR REPS – Longest Drive
- D&G MECHANICAL INSULATION – Hole
- LEAVITT GROUP – Hole
- C.M. HOSKINS COMPANY – Hole
- ACI MECHANICAL & HVAC SALES – Hole & Golf Carts
- ATS – Hole
- AIRTEST – Closest to the Pin
- DORSE – Hole
- PCG – Hole
- YORK – Hole
- HUDSON BAY INSULATION – Taco Stand
- ALBIERO ENERGY – Margarita Cabana
- SHEET METAL WORKERS' LOCAL UNION 66 – Technology
- CMS – Breakfast Bar
- MACARTHUR CO. – Breakfast Bar
- NORTHWEST ORGANIZATIONAL TRUST – BBQ Banquet
- CARLTON TRUST ADVISORS – Massage Cabana
- ISAT TOTAL SUPPORT – Massage Cabana
- TRANE – Massage Cabana
- CHC – Tee Gift Partial
- RAEL & LETSON – Tee Gift Partial
- BENESYS – Water & Drink Hole



VIEW THE FULL PHOTO LIBRARY »
Golf Tournament





UPCOMING EVENTS

CALENDAR » SAVE THE DATES



SEPTEMBER 18 Fall Membership Mixer

Topgolf Seattle-Renton
Beginners and seasoned golf pros alike are invited to join us for an unforgettable experience during our Fall Membership Mixer! We've reserved a climate-controlled hitting bay at Topgolf, where members can challenge each other in a high-tech golf game or mingle with colleagues over cocktails and bites.

WATCH FOR DETAILS »
bit.ly/3T21Ly1



OCTOBER 13-26 Blood Drive

Bloodworks Northwest Donor Centers
SMACNA-WW is proud to partner with SMART Local 66 and Holmberg Mechanical for a blood drive this fall! Everyone who donates blood will receive a branded shirt - and help save local lives! SMACNA-WW companies can even set up a mobile unit for employees by contacting Bloodworks Northwest directly.

Questions? Email Bryan Johnson at bryanj@smw66.org.



OCTOBER 27-30 2024 SMACNA Annual Convention

JW Marriott Desert Springs Resort & Spa, Palm Desert, CA

The 2024 SMACNA Annual Convention will be held at the JW Marriott Desert Springs Resort & Spa in Palm Desert, California, from October 27-30. This annual event is a great time for members to network and attend sessions dealing with some of the hottest topics in our industry.

WATCH FOR DETAILS »
bit.ly/3z1z1yu



NOVEMBER 20 Foreman Training

Seattle Airport Marriott

Kevin Dougherty is one of the industry's top speaking and training talents. Join him on November 20 for a full day of foreman training! Kevin's 30-plus years in the construction industry enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style.

Registration details will be available closer to the event.



DECEMBER 6 Holiday Gala

InterContinental Bellevue at the Avenue

Members are invited to celebrate the holiday season in elegance and sophistication! More than just a hotel, the InterContinental Bellevue is a luxurious experience.

Registration details will be available soon.

WELCOME NEW MEMBER

NEW MEMBER » RAINIER METAL WORKS



RAINIER METALWORKS SEATTLE » WA

At Rainier MetalWorks, we stand tall in the industry with an unwavering commitment to excellence in execution and delivery that sets us apart from the rest. When you choose us, you can trust that your sheet metal needs will be met with precision, consistency, and reliability.

Our focus is on providing top-notch customer service and on-time delivery. Our comprehensive manufacturing services can help you simplify your supply chain and accelerate your time to market. Our scope of services encompasses everything from producing prototype parts to full production. We develop and nurture long-term, mutually beneficial partnerships with our customers.

9322 14TH AVE. S.
SEATTLE, WA 98108

sales@rainiermetalworks.com
206-368-6218



LEARN MORE » RainierMetalWorks.com



SMACNA-WESTERN WASHINGTON:

2024 MEMBERS

MEMBER LISTING » 2024 MEMBERS

SMACNA-Western Washington contractor members are HVAC-sheet metal contracting companies signatory to a bargaining agreement with the Sheet Metal Workers International (SMWIA) - Local Union 66. Our affiliate members are those companies that distribute and supply SMACNA contractor members with the materials and supplies the contractors require to get the job done.

View our full member listing at SMACNAWW.org.



MEMBER LISTING »

SMACNA-WESTERN WASHINGTON

13810 SE Eastgate Way, Ste. 445
Bellevue, WA 98005



**SHEET METAL
INSIGHT**

SMACNAWW.org