



BAY AREA SMACNA'S

CUTTING EDGE

MEMBERSHIP NEWSLETTER | First Edition | 2019



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PRESIDENT'S REMARKS



PAUL IRWIN
PRESIDENT

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This year is a year for fresh opportunities and positive changes. We've partnered with a marketing agency that specializes in the construction industry to help energize our association communications. This newsletter, now called "Cutting Edge," is the first of many exciting updates as we work to continually discover new ways to provide value to our members.

A mixture of the robust economy and a number of fun and well-attended Chapter events started 2019 off right for Bay Area SMACNA! With many other classes, training seminars and social events lined up, I'm confident we'll continue through the year on a high note.

Save the date for our annual Advisory Getaway at the Ritz Carlton Lake Tahoe on June 24-25! This is a great opportunity for each of our members to meet with the five Bay Area Advisory Committees. Attendees will have the chance to discuss the challenges we encounter as contractors in the construction industry and explore solutions, and come away with a better understanding of how our association works. Plus, the stunning views will relax and rejuvenate you! I highly encourage all of our members to send someone. Reserve your spot by May 1 - we anticipate a good turnout! (See page 10 for details.)

In our efforts to regularly raise awareness of the benefits of a career in the construction industry, we continue to offer our Intern Program. Since its inception in 2000, we've placed more than 600 eager students with member companies in the areas of engineering, accounting, estimating, project management and more. The program is designed to recruit top talent into our field, and we've secured many qualified individuals through our participation in local career fairs. Interested in hiring an intern? Contact drobinson@bayareasmacna.org.

As a whole, we're currently experiencing strong employment opportunities, which have resulted in extraordinary man-hours throughout the Bay Area. As innovative as our association is, we never could have achieved this level of success without first cultivating and maintaining a positive relationship with our labor partners at SMART Local Union 104. By keeping a finger on the pulse of the industry and promoting healthy cooperation with our labor counterparts, Bay Area SMACNA will continue to enhance the business environment in our area.



MEMBER HIGHLIGHT | Aircal Heating and Sheet Metal

AIRCAL SPECIALIZES IN CUSTOM HOMES

Like many young students, Ralph Neves didn't have a clear direction in life during high school. Although he and his brother took karate lessons, he admittedly wasn't the best at other sports. And during his later high school years, his Hawaiian-born father — a missionary who followed a calling to preach in area prisons — made the decision to move the family back to Hawaii.

Neves was given the choice to stay in California, if he wanted. As he thought about all the decisions before him, he gives credit to a friend's father for guiding him toward a career in the trades.

"One day, he asked what I wanted to do and when I said I didn't really know, he took me to Laney College, introduced me to all the instructors and then I started working in his shop," Neves said. "He's passed away since, but he was just an angel in disguise."

Neves spent two years training as a sheet metal apprentice, then worked for a number of different contractors from 1977-1993. In 1993, Neves officially got into the custom home and HVAC business, and hasn't looked back since.

"One of the best parts of my life was from about 1993-2002,"

Neves said. "I got to travel quite a bit, I was making lots of money and I met quite a few interesting people in the Bay Area. It was during the dot com craze, so I worked on a lot of people's homes in the Silicon Valley area, including Apple people and Google people."

It was then that Neves started his own business, Aircal Heating & Sheet Metal, Inc. With only two employees — Neves, plus technician Jesus Ramirez — the small company stays busy keeping their Bay Area customers comfortable in their new homes.

"We're just a small mom 'n' pop shop. If you need a new furnace or air conditioner installed, we'll do it," Neves said. "We've evolved from working mainly with sheet metal to focusing on custom homes and HVAC, including replacements, technical change-outs, ductwork systems, smaller homes, condos and some light commercial clients."

Neves joined Bay Area SMACNA a handful of years ago upon the recommendation of Nancy Pirrone, and frequently attends the networking and social events offered. In his spare time, he enjoys following the Golden State Warriors. A die-hard fan, Neves is a proud season ticket holder with seats just a few rows behind his favorite team's bench.



ASSOCIATE MEMBER HIGHLIGHT | Enterprise Fleet Management

PARTNERSHIPS DRIVE SUCCESS OF ENTERPRISE FLEET MANAGEMENT

Enterprise Fleet Management owns and expertly operates a 2-million-vehicle fleet, so they know what their customers expect when it comes to fleet management. The company works with clients across all industries, including construction, and is dedicated to helping those with 20 or more vehicles in their fleet find the best cost of ownership.

“We help each client create a customized dashboard tailored to their needs, and they can get specific alerts based on those needs,” said Ray Ansari, vice president of fleet management at Enterprise. “The analytics and data that we have from operating close to 2 million vehicles helps us give them advice on certain decisions when it comes to vehicle choices — things like the type of vehicle to choose for their fleet when considering fuel economy, resale value, maintenance costs, safety and when to replace a vehicle.”

Enterprise enhances customer fleets through a variety

of services. They assist in buying and selling vehicles, handle the licensing and registration process, offer comprehensive reporting solutions, and provide fuel, maintenance and accident management programs. They also offer state-of-the-art telematics software for vehicle tracking in real time, which complements other safety programs already utilized by members.

“Our telematics software alerts the driver of sharp corners, excessive speed or erratic lane changes, and it beeps to the driver to warn them that these things are happening in real time,” Ansari said. “The program also provides reporting for safe drivers — who’s in compliance and who’s not in compliance when it comes to rules and regulations on the road.”

Clients of the fleet management solutions provider can also take advantage of the eFleets mobile app to keep drivers connected, whether they’re in the office or on the road. By using their mobile device, field techs are never more than a tap away from things like their

maintenance or insurance card, roadside assistance, fuel and maintenance locators, and accident reporting tools.

“The mobile app is more geared toward the end user than a manager, and saves time by reducing the interactions between someone at the corporation and the drivers,” Ansari said. “It notifies drivers where they can find the least expensive gas, gives them reminders of maintenance that’s due and where to go to get it done, and it allows them to report accidents, take pictures and upload them into our system if and when an accident occurs.”

Enterprise Fleet Management has been a Bay Area SMACNA member for nearly two years, and considers it more than just a business relationship. It’s a true partnership.

“What’s specific about this association is that the members are a tight-knit group of companies that welcome you, and they’re looking more for partnerships versus a vendor,” Ansari said. “We definitely prefer being partners with our clients. A vendor, to me, is a transaction, but a partner is someone who’s long-term, and it’s mutually beneficial for both ends.”

To date, Enterprise works with 11 Bay Area SMACNA members on the best solutions for their fleets. Ansari hopes that number will grow as their partnership flourishes, with a goal of helping members outsource their vehicle needs to focus on what they do best — building the Bay Area!

**CUTTING
EDGE**
MEMBER NEWSLETTER

**INTERESTED IN PROMOTING YOUR
SERVICES IN OUR NEXT ISSUE?**

FOR ADVERTISING OPPORTUNITIES

KAVILA@BAYAREASMACNA.ORG



EDUCATION | June 4-5

SAVE THE DATE: SEXUAL HARRASSMENT PREVENTION

New California law requires that employers with at least five employees must provide sexual harassment prevention training and education to all supervisory and non-supervisory employees in California by January 1, 2020. To comply with this legislation, Bay Area SMACNA has partnered with Elizabeth M. Pappy, Esq., of Burke, Williams & Sorensen, LLP to offer two-hour training courses at the following times and locations:

JUN 4 **TUESDAY, JUNE 4**
9-11 a.m.
Bay Area SMACNA Training Room
7677 Oakport St., Ste. 805
Oakland, CA 94621

JUN 4 **TUESDAY, JUNE 4**
1-3 p.m.
NorthBay Sheet Metal Training Center
4350 Central Pl.
Fairfield, CA 9453

JUN 5 **WEDNESDAY, JUNE 5**
9-11 a.m.
San Jose Sheet Metal Training Center
2350 Lundy Pl.
San Jose, CA 95131

APPRENTICESHIP | Notable improvements

APPRENTICESHIP DEVELOPMENTS

We've made some improvements and changes to our Apprenticeship program and we're expecting great results! There are approximately 1,000 apprentices currently working in District 1, but we need to increase that number with more quality apprentices. Following are some of the changes we've made to help make that happen:

Recent Changes

- Screening and ranking our online application process to recruit more top-notch candidates
- Creating concise messaging to a more targeted audience and updating our website
- Conducting contractor presentations about the industry and providing a list of expectations for our first-year apprentices
- Developed the Training Coordinators' list in an effort to recognize those who have achieved outstanding performance
- Expanding our hiring and development instructional staff
- Offering training for OSHA 30 certifications (a result of our contractor survey)

Thank you to our co-administrators, Tim Myres and Ben Rivera, in partnership with Sheet Metal Workers Local 104 and Bay Area Industry Training Fund Joint Apprenticeship Training Centers' Trust for moving these initiatives forward!

APPRENTICES | Top 20% in class

CONGRATULATIONS TO OUR FIRST TOP 20%

Sheet Metal Workers Local 104 and Bay Area Industry Training Fund Joint Apprenticeship Training Centers (JATC) developed a Training Coordinators' (TC) list that recognizes apprentices who have shown outstanding achievement. To be included on the Training Coordinators' list, apprentices — for a period of at least six months — must meet the qualifications listed at the top of the next page.

Apprentices on the Training Coordinators' list will have the option for early enrollment for those entering into their 5th year evening apprenticeship classes, thereby becoming eligible to turn out earlier. For more information, please visit the JATC website at smw104training.org



Questions or comments?
[KDEJONG@BAYAREASMACNA.ORG](mailto:kdejong@bayareasmacna.org)

APPRENTICES | Top 20% in class CONGRATULATIONS, TOP PERFORMERS!

Maintained a GPA of ≥ 85% | Met all OJT reporting commitments and community service requirements
Received above average to high on their employer evaluations | Were on time and did not miss any classes

- | | | | |
|------------------------------|-----------------------------|------------------------------|------------------------|
| ADAMS, CAITLIN A | DOMINGOES, RICHARD A. | LEYDON, LUCAS A. | SEWARD, JASON R. |
| ADAMS, JAMES | DORST, JOSEPH R. | LI, RUOXU | SILVA-PEREZ, JUAN C |
| AGUSTIN, MARK G. | DRAKE, ERIC C. | LIN, KYI T | SILVAS, DYLAN J. |
| ALCANTAR, ARTHUR | EISENBERG, SAMUEL C. | LUNA, CESAR L. | SMITH, ANDREW K |
| ALIMA, FRANCIS | ENAGE, FRANCISCO MARTIN M. | MAHONEY, KELLY C | SPARMAN, NICHOLAS M |
| ALIOTO, SIMON E. | ESCOBAR, EDUARDO D | MANOQUERRA, MICHAEL | STAMPER, MICHAEL M |
| ALVAREZ, ALEXANDER J | ESCOBAR, KEN S. | MARTIN III, KENNETH J | STANSBURY, RONALD |
| ALVAREZ, JULIAN A | ESCOBEDO, ANTHONY MARTIN | MARTIN, KEVIN P | STIDGER, TRAVIS J. |
| ALZA, ORLANDO J | FAY, RYAN | MARTINEZ, PATRICK J JR. | STOKER, WILLIAM C. |
| ANDREW, MICHAEL EVAN | FERNANDEZ, KEITH B. | MCDUGAL, JOHN R. | STOUWIE, CODY A |
| ASCENCIO, CECILE N | FLORES, ABRAHAM M. | MCGUIRE, KYLE | STURDEVANT, GREGORY M. |
| AZEVEDO, DONALD B. | FLORES, FERDINAND B | MEDINA, JERRY A | SUAREZ, OMAR I |
| BALICKI, JOSEPH J | FRYE, JOSEPH "MIKE" M | MEDRANO III, JUAN | SWANSON, RYAN J. |
| BALL, NATHAN P | GABRIELE, CARMEN MICHAEL | MEYERS, NATHAN | SWINK, BRADY |
| BARTLETT, CHAD A. | GALE, SEAN | MOOSHABAD, SARGON B | TAYLOR, MICHAEL A. |
| BASMAN, RYAN P. | GALINDEZ II, MARTIN J | MORENO, MIGUEL A | TELLES, KEVIN M |
| BAUMHAUER, CHRISTOPHER J. | GALLEGOS, ANTONIO J | MOUNTS, ROBERT | TERRY, KYLE C |
| BEARDSLEY, CHAD M | GAMMON, CASEY P. | MULE-DAVISON, JESSE R. | TERRY, TYLER J |
| BEERBOWER, GARY M. | GAO, XIANG | MURRAY, DERYKE S. | THAI, MICHAEL C |
| BELLEFEVILLE, JAMES | GARRO, LUCAS G. | NELSON, JONATHAN | NETO COLLINS, ARRIC |
| BENGOLEA, ANIBAL J | GLINES, DREW R | NIELSEN, NICHOLAS D. | THOMPSON, JEFFREY A. |
| BERATLIS, DAN R. | GOMEZ, JR., JORGE | NORMAN, PHILIP J. | THOMPSON, SEAN |
| BERTI, MATTHEW C. | GOMEZ, JR., RODOLFO | OHAGIN, KEVIN P | TOBIN, GARRETT |
| BLANKENSHIP, RANDY J | GUAN, WEI BIN | ORELLANA, DANIEL | TORRES, EDDIE J |
| BONDI, ANITA J. | GUIDRY, CHARLES JR. | PARR, NEIL A | TORRES, RICARDO J |
| BONILLA, MICHAEL E | GUZMAN-VILLALOBOS, HECTOR M | PERRY, JOHN D III | TRAN, LONG D |
| BROWN, RYAN C. | HAGAN, ALEXANDER A. | PETERS, RASE M | TRAN, TAN T |
| BUBAK, KEITH V | HAMILTON, II, JERRY L. | PHAN, MICHAEL TAM D | TRAN, TRI B |
| BUONACORSI, ZACHARY R. | HANLEY, JOSEPH M. | POIRIER, BRIAN A | TSUI, JERRY |
| CALDWELL, SAMUEL | HANSEN, GARRETT R | PRATTE, STEVEN C. | TURNER, BENJAMIN A. |
| CAMPA, MICHAEL A | HARRIS, RUSSEL R. | PULLER, BERNARD A. | VALDOVINOS, JUAN |
| CAPLOE, JONATHAN D. | HAYWORTH, MATTHEW R. | PUSATERI, DANIEL F. | VALLIS, JOSH D. |
| CASINI, DANIEL M. | HENDERSON, JOSHUA C | QUARESMA, ANTHONY R | VANG, VANG |
| CASTANEDA, ERNESTO | HOGAN, ANDREW | QUIROZ, ANDREW R | VELEZ, DAVID JR |
| CATALI, STEVEN G. | HORN, KELLEN W. | QUITORIANO, ANDREW A | VILLALOBOS, JAMES |
| CHAN, YAT Y | HORVATH, IAN D | RAMIREZ, JOSE GUADALUPE | VILLARREAL, JAMES R |
| CHEGE, JAMES G | HOWES, CHRISTOPHER A | RAMOS, ALEXANDER M. | VILLETA, ENRICO |
| CHON, SCOTT B. | HUANG, YANZHEN | REBIEJO, TRAVIS S. | WALDROP, NICKOLAS B. |
| COLIN, PEDRO Y | HUNTER, MICHAEL J. | REYNOSO, ULISES A. | WALKER, DAVID S. |
| COON, DALTON J. | HUYNH, DAN | RIGLING, KEVIN C | WALKER, JESSE |
| CORBELLA, AARON J | IBARRA, MICHAEL A | RIZZO, NICHOLAS MARK | WEAVER, CHRISTOPHER M |
| CORNEJO, JACOB P | JAMES, BRYAN | RODRIGUEZ, ARMANDO | WONG, WILSON H. |
| CORONA, RONALD A. | KERNER, CHRISTOPHER L. | RODRIGUEZ, BENJAMIN "ALEX" A | WORTH, MICHAEL M |
| COX, DEREK G | KETTLE, DEVIN A. | RODRIGUEZ, RANCES L. | WU, YUAN FU |
| CRAVEN, JEHOASHUA R. | KHONG, YOUNG T | ROMESBERG, JASON J | YOU, WESLEY T. |
| CUBURU, REMI MARTIN | KRUGER, MICHAEL R | ROSSI, ANTHONY J. | YOUNG, FRANKLIN |
| D'AMICO, JUSTIN R. | LANGLOIS, JASON A. | SALGADO, ELISA T. | YUEN, KEVIN K. |
| DANG, VIET L | LAPITAN, REY O | SALVOTTI, TIMOTHY R | ZHU, ZHI FENG |
| DE MONTAIGU-MACNEEL, ORION A | LESTER, MICHAEL W. | SANCHEZ, MAXIMILIANO D | ZHURAVSKYY, MYKHAYLO |
| DEMARTINI, JOHN M | LEWIS, ISIAH N. | SCOTT, ANDREW L. | |
| DIZON, JOSHUA R. | LEWIS, JUSTIN S. | | |



APPRENTICESHIP | Thank you, contractors!

100% RETURN!

Thank you to our SMACNA Contractors who have completed 100% of their apprenticeship evaluation forms from May through December of 2018. Your role, and the completion of these forms, is critical in providing targeted feedback to the apprentices. This feedback helps the apprentices to qualify for the Training Coordinators' list, while also supplying valuable feedback on the apprenticeship program overall.

- ACCO ENGINEERED SYSTEMS
- AIRE SHEET METAL, INC
- AIRTEC SERVICE
- ALLIED HEATING & AIR CONDITIONING CO., INC.
- BAY CITY MECHANICAL, INC.
- BELL PRODUCTS, INC.
- BEST CONTRACTING SERVICES, INC.
- BOGNER SHEET METAL
- BRADY AIR CONDITIONING, INC.
- BULLARD'S HEATING & AIR INC.
- CALIFORNIA UNITED MECHANICAL, INC.
- COLTON HEATING & SHEET METAL
- CONTROL AIR NORTH, INC.
- CROWN SHEET METAL & SKYLIGHTS, INC.
- DEGREE HVAC, INC.
- DEPENDABLE HEATING & AIR CONDITIONING
- DOWDLE & SONS MECHANICAL, INC.
- DOWNING HEATING & AIR CONDITIONING
- ENVIRONMENTAL SYSTEMS, INC.
- HEATHORN & ASSOCIATES CONTRACTORS, INC.

- H-SQUARE MECHANICAL, INC.
- ICOM MECHANICAL, INC.
- INNOVATIVE MECHANICAL, INC.
- JMS MECHANICAL, INC.
- KINETICS MECHANICAL SERVICE, INC.
- LEFCO, INC.
- MARELICH MECHANICAL, INC.
- MARTINEZ SHEET METAL, INC.
- NORTH BAY COMMERCIAL SERVICES, INC.
- PARAGON MECHANICAL, INC.
- RAY L. HELLWIG MECHANICAL CO., INC.
- RODRIGUEZ SHEET METAL
- RS ANALYSIS, INC.
- SILICON VALLEY MECHANICAL
- SIMPSON SHEET METAL, INC.
- STANDARD SHEET METAL
- SUPERIOR AIR HANDLING (HARRIS)
- THERMA LLC
- WEST COAST TEST AND BALANCE

EVENT RECAP

CHAPTER NIGHT | January 12 SHARKS VS. SENATORS

The San Jose Sharks won their sixth-straight victory 4-1 against the Ottawa Senators during our January Chapter Night. More than 200 members joined us at the SAP Center to catch the exciting game!



CHAPTER NIGHT | Feb 2 WARRIORS VS. LAKERS

We had a great turnout of nearly 260 members at the Oracle Arena to watch the Golden State Warriors take on the Los Angeles Lakers. Members were treated to a pre-game dinner, then watched as Klay Thompson lit up the court with 28 points, leading the Warriors to a 115-101 victory!



CHAPTER NIGHT | April 3 A'S VS. RED SOX

The A's had a solid 14-8 preseason record, and boasted two wins over the Red Sox leading into our Chapter Night on April 3. Unfortunately, members didn't see a third victory. Tied at the bottom of the eighth inning, the Red Sox took a quick lead in the top of the ninth with a two-run double, ending the game with a 6-3 win over the A's. Even though our team lost, 200 members turned out to enjoy the game!





CONGRATS | Nancy Pirrone

20 YEARS OF SERVICE

Congratulations to Nancy Pirrone, Bay Area SMACNA's Project Manager. In her 20 years of service, Nancy has accomplished significant achievements that helped make Bay Area SMACNA a force to be reckoned with. Chances are, if you attended a SMACNA event, chapter training, or attended a SMACNA related conference, Nancy played a key role in ensuring the success of those events.

Originally hired as Director of Membership and Education on March 15, 1999, Nancy has been instrumental in developing and growing the chapter's extensive educational programs for principals to apprentices; including the oversight of the much in demand Project Management Certificate program. She also participated in piloting the Bay Area SAMCNA internship program, numerous chapter events such as Chapter Night for the State and National SMACNA Conferences with a personal touch.

In her spare time, Nancy enjoys spending time with her family and friends, traveling with husband John, golf, gardening and staying active.

Congratulations on 20 years of service, Nancy!

WELCOME | GC Fasteners, Inc.

NEW ASSOCIATE MEMBER: **GC FASTENERS, INC.**

Bay Area SMACNA represents more than 200 sheet metal and air conditioning contractors throughout 17 Northern California counties. We are committed to providing each of our members with the best training and educational opportunities, programming and all-around value as we continue to grow as an association. Join us in welcoming our newest Associate Member!

- **Distributor**
- **Specialty screws & accessories**
- **Strut framing supplies & hardware**



BALDEMAR GARZA

Vice President

gcfasteners@gmail.com

1772 Rogers Ave., San Jose, CA 95120

gcfastenersinc.com

408-451-9650



Check in for a relaxing two-night stay at The Ritz-Carlton, Lake Tahoe, the site of Bay Area SMACNA's 2019 Annual Advisory Getaway! Experience the stunning natural beauty of North Lake Tahoe and the Sierra Mountains at this beautiful resort, where you can enjoy dining, lakefront activities, a spa and more.

During the welcome reception, mingle with fellow Bay Area SMACNA members over cocktails and dinner at the resort's Fireside Terrace.

This year's advisory business meeting is scheduled from 8:30 a.m. to 4 p.m. on June 24, and is packed with valuable learning opportunities. Our five Bay Area Advisory Committees will be on hand to discuss the challenges we encounter as contractors in the construction industry and explore solutions, and all attendees will come away with a better understanding of how our association works. A social dinner event will follow the meeting.



The Ritz Carlton, Lake Tahoe
7677 Oakport St., Ste. 805
Oakland, CA 94621



Please email Nancy Pirrone at npirrone@bayareasmacna.org. Registration closed May 1, but Nancy will advise you on room accommodations and activities that may still be available. Hope to see you in Lake Tahoe!



INDUSTRY TECH | The future of the industry is here!

TOP TECH TRENDS IN THE INDUSTRY

Whether you're a small firm or a large industry leader, embracing today's technology has never been easier, or more important. Those who don't stay current on the latest advancements risk falling behind, while those who adopt newer methods will streamline their processes and remain competitive.

Technology can help streamline every process in the construction industry — from site construction and design phases, to service and safety. Check out some of today's trending technology that's helping shape the future of our industry.



CONSTRUCTION SOFTWARE/MOBILE TECHNOLOGY

With today's widespread use of mobile technology, implementing it within your organization can be as easy as installing an app that makes sense for your project or firm. Apps have been created to help with a variety of applications throughout the industry, including communication, project management, reporting and safety. No matter the size of your organization, apps are a cost-effective way to get the job done.



MODULAR CONSTRUCTION

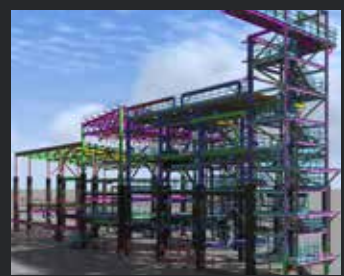
According to Josh Bone, DeWalt construction technology specialist, offsite construction is the future of construction in the United States. Why? Because manufacturing portions of projects in a factory setting makes the job faster, smarter and safer.

Research from Modular Building Institute suggests that projects using modular construction are typically completed 30-50 percent faster than traditional construction because this type of work can be completed at the same time as site and foundation work, and drastically reduces weather delays. Offsite construction also relies on Building Information Modeling (BIM) for its ability to identify efficiencies in everything from design, to waste reduction measures, to jobsite safety. In fact, the indoor environment of modular construction reduces the likelihood of worker accidents when compared to the jobsite.



WEARABLE TECHNOLOGY

Wearable technology can include everything from simple sensors, to smart clothing, to smart glasses. These innovations are designed to gather critical data that can be analyzed and used to make workers safer, more efficient and more productive. For example, XOi Vision is a specialized solution that optimizes communication and workflow on the construction site. These smart glasses allow the wearer to livestream with supervisors or other techs, capture photos and video of the jobsite or equipment, record information, pull up diagnostics and more.



BUILDING INFORMATION MODELING (BIM)

In our data-rich industry, BIM and CAD make it possible for companies to process, analyze and use large amounts of data to their advantage. These programs are proven to save time by detecting errors that could cause changes and rework down the road, allowing companies to focus their energy on successful project delivery. The latest in BIM coordination is 5D BIM, which can integrate design, budget and schedule into one interactive model.



AUGMENTED REALITY

It's not something out of a sci-fi movie — the future is here! Augmented reality (AR) benefits construction professionals by allowing them to overlay design models over their real-world counterparts to visualize entire structures, perform inspections, train in a safe environment and more. Microsoft HoloLens — a mixed-reality headset that projects interactive holograms that respond to the wearer's touch — is a great example of AR that can integrate with a number of construction-specific software already available.



WOMEN IN CONSTRUCTION | WIC is making an impact
**WOMEN'S GROUP
GAINS MOMENTUM**

The Bay Area SMACNA Chapter developed the Women in Construction (WIC) group in 2018, starting with 30 members. Our membership today totals more than 180 committed members who share a joint effort in supporting, educating and connecting women and fellow co-workers in the sheet metal industry.

Membership in the WIC group is comprised of women, men, associate members and local champions who devote their time and resources to plan and participate in a variety of programs offered to Bay Area SMACNA members. Most programs are free of charge and take place over an extended lunch hour in order to work around possible time constraints.

The Bay Area's WIC group is proud to offer programs that help raise awareness of the opportunities available to women in the sheet metal industry, and help grow the role of women and enhance their successes. A major event last year was the Leadership Panel, which was held at DPR Construction and

included SMACNA National President-Elect Angie Simon; Barbie Simpson, president of Simpson Sheet Metal; Jody Quinton, northwest regional leader of DPR Construction; and Leonard Bertolami, president of United Mechanical. The WIC group also hosted the Autodesk Gallery event featuring PlanGrid's CEO, Tracy Young, and other professional development sessions on harassment in the workplace and building mentoring relationships

Many thanks go to our organizational champion, Angie Simon from Western Allied Mechanical, and program chairs Carna Blau and Joyce Ybarra. We also thank our corporate sponsors: Western Allied Mechanical, United Mechanical, Inc., Southland Industries, Norman S. Wright and Silicon Valley Mechanical.

JOIN THE WIC MAILING LIST!
DRBINSON@BAYAREASMACNA.ORG



**UPCOMING
WIC EVENTS
IN 2019**

JUNE 2019
SPECIAL JOBSITE TOUR

AUGUST 2019
SPEED (SOCIAL)
MENTORING

OCTOBER 2019
LEADERSHIP PANEL
DISCUSSION

DECEMBER 2019
YEAR END SOCIAL



EVENT | June 8
**SAVE THE DATE:
SAN FRANCISCO
GIANTS VS. LOS
ANGELES DODGERS**

Enjoy one of Major League Baseball's longest-standing rivalries this summer with your fellow Bay Area SMACNA members! Before the Giants take on the Dodgers on June 8, we'll meet at Oracle Park for a pre-game barbecue. Food will be served starting at 2:30 p.m. Game time is set for 4:15 p.m.

JUN 8 **SATURDAY, JUNE 8**
Food - 2:30 p.m.
Game time - 4:15 p.m.
Oracle Park
24 Willie Mays Plaza
San Francisco, CA 94107

**RESERVE YOUR
TICKETS BY MAY 18**
DRBINSON@BAYAREASMACNA.ORG

ASSOCIATION NEWS | Now accepting summer intern applications

BAY AREA SUMMER INTERN OPENING

For nearly two decades, the Bay Area Intern Program has introduced students to the different career paths available within the construction industry. We've successfully matched more than 600 students with our member firms in the areas of engineering, estimating, design, architecture, project management, construction management, purchasing, accounting, office administration, shop and field construction, service and repair.

Interns have been recruited through career fairs at San Jose State University, Sacramento State, UC Davis and UC Berkeley. Each of these schools offers curriculum tailored to the construction industry, but having sheet metal professionals attend the fairs helps raise awareness and generate excitement for a career in the industry – especially when we talk to students about using the latest technology in our field.

"It's an exciting time to be in this industry and see the evolution of construction technology, including things like augmented reality, drones and wearables," said Sean O'Donoghue, Bay Area SMACNA executive vice president. "Our association stays on the cutting-edge of these advances, and we hope to recruit students who are

just as excited as we are to bring projects to life through continual innovation."

Not only do students receive hands-on experience in a rapidly-growing industry that touches every facet of their lives, they also benefit from excellent employment opportunities. We're proud of the 34 Bay Area members who hosted interns in 2018, and hope to see that number grow in the coming years.

If you're a member company who would like to request an intern, or know of someone who would make a good candidate, visit BayAreaSMACNA.org/intern-program to download the applications.

Our efforts to educate the younger generation on the variety of careers available in the sheet metal industry don't stop at the Intern Program. The Bay Area SMACNA Scholarship Trust Fund also provides a total of 30 scholarships to students studying sheet metal and HVAC. Scholarship applications are due no later than May 31, with awards announced in June. For more information or to download an application, visit

BayAreaSMACNA.org/scholarships.

CLASS RECAPS



NEXT SESSION – 9/10/19 – 10/24/19

CLASS RECAP | February 5-March 14

2019 SHEET METAL & HVAC PROJECT MANAGEMENT CERTIFICATE PROGRAM

Designed for the Bay Area SMACNA contractor, 27 students gathered for weekly classes to develop project management skills.

What Members Learned

- How to successfully orchestrate people, resources and tasks to execute projects on time and within budget
- Relationship development with internal and external customers

Acknowledgments

Special thanks to Theo Garcia (Bay City Mechanical) and Ivan Millich (Air Systems, Inc.) for participating in the PM Panel on March 14.



NEXT SESSION – 5/30/19

CLASS RECAP | March 11

HOW TO BE A MORE EFFECTIVE FOREMAN

From the new foreman to the experienced professional, this FREE full-day program was designed for anyone who manages people – complete with tools to help make an immediate impact on job performance.

What Members Learned

- How to be a better leader with active listening skills
- Time management ideas and tactics
- Communication style and minimizing conflict
- Results-oriented problem solving

Presented By

Kevin Dougherty, a leading construction industry consultant



CLASS RECAP | March 14

PRODUCTIVITY AND TIME MANAGEMENT/ACTION PLANNING

Field leaders and entry-level project managers received practical tools to implement on the job to help lower the cost of production, along with tips to improve self-management skills.

What Members Learned

- Keys to minimizing waste and inefficiencies
- Habits to maximize productivity
- Importance of prioritizing to achieve a work-life balance

Presented By

Stephane McShane, Director at Maxim Consulting Group

CLASS RECAP | March 19

CPR/AED/FIRST AID TRAINING

The construction industry requires the highest level of safety, and all workers and leaders must be prepared for an emergency in any setting. This course offers basic training for some of the most common medical emergencies.

What Members Learned

- CPR and emergency cardiac care
- Treatment for other life-threatening emergencies, including bleeding control, burns, shock, poisoning, hot and cold extremes, fractures, seizures, diabetic emergencies and insect bites

Good to Know

CPR and first aid cards are valid for two years

CLASS RECAP | March 25-27

BLUEBEAM TECHNOLOGY TRAINING

Our Bluebeam Technology Training had a great turnout, with 68 registered attendees – many of whom attended multiple sessions over the three-day course. We also offered a Mobile Bluebeam Revu course on best practices for using the program in the field.

What Members Learned

- Basic and advanced components: Revu interface, navigation and customizable profiles, document editing and management, markup tools/tool chest, markup list, Studio Sessions and Projects, creating a navigable drawing set, document comparison and slip sheeting, AutoMark and sets, and more.
- Mobile Bluebeam Revu: Navigating the software on your Surface Pro and iPad, including using the stylus, how to use the tablet camera to add jobsite photos, how to open pdf files using Revu, adding comments, photos, video and measurements, and more.

Presented By

Joel Marquez, Bluebeam Certified Instructor

EDUCATION | June 5

SAVE THE DATE: JOB COST MANAGEMENT AND ESTABLISHING OVERHEAD AND BURDEN

This two-part class – presented by Stephane McShane, director of Maxim Consulting Group – is targeted to CFOs, controllers, project managers and department managers. During the first portion, participants will learn how to set up a simple job cost management system that will yield actionable information, and how progress reporting impacts project and company performance. The second portion will educate business owners and financial managers on how to properly establish and measure overhead and burden in a sheet metal business.

The class takes place in the Bay Area SMACNA Training Room, and is **FREE** to Bay Area member firms. Lunch will be provided. To register, email drobinson@bayareasmacna.org.

JUN

5

WEDNESDAY, JUNE 5

8:30 a.m. – 2 p.m.
Bay Area SMACNA Training Room
7677 Oakport St., Ste. 805
Oakland, CA 94621

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