



**BAY AREA SMACNA'S**

# CUTTING EDGE

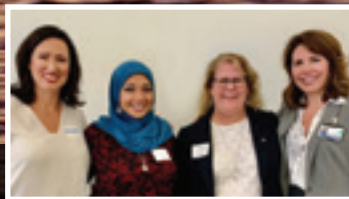
MEMBER NEWSLETTER | Fourth Edition | 2019



**2019 ANNUAL DINNER  
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**ASSOCIATION NEWS** | Updates from John Bagot

# PRESIDENT'S REMARKS



**John Bagot**  
PRESIDENT

john@aimsheetmetal.com  
Tel: 650-592-1801

As we move into a new year, safety continues to be a priority within our industry and association — and Bay Area SMACNA strives to keep our contractors safe and up-to-date on the most recent OSHA regulations. If you're not already aware of the ClickSafety program, I encourage you to visit [ClickSafety.com](http://ClickSafety.com) and browse the extensive list of interactive training courses available. Safety starts at the top, and proactive leadership involvement ensures that effective safety cultures are built within our own

businesses. ClickSafety is a FREE resource offered to every Bay Area SMACNA member to help support compliance with the latest safety standards. For more information on this program, see page 22.

Nationally, SMACNA and SMART have teamed up to go "All In" during the 2020 Partners in Progress Conference, designed to energize labor/management partnerships, develop collaborative relationships and clear the way for open communication. Although our chapter is currently working at full capacity, we're always looking to improve and strengthen the relationship with our labor partners at Local 104. This year's conference — set at Caesar's Palace in Las Vegas from February 25-26 — is a great educational opportunity for all Bay Area SMACNA members to meet with other SMACNA leaders and chapter executives to discuss challenges and trends as they relate to our industry's workforce.

I'm excited to represent Bay Area SMACNA members as our chapter's newest president, and I hope to see you all at the various social and educational events we have planned in the coming year (many of which are detailed throughout this issue of Cutting Edge). Along with the other leaders on our board, I'm confident we will continue to develop talent within our industry, strengthen relationships between labor and management and work together to find solutions to the most pressing challenges our contractor members face.

**John Bagot**  
AIM Sheet Metal



**CLASS RECAP** | October 8

## CPR/AED/ FIRST AID TRAINING

Bay Area SMACNA stands behind its promise to keep workers and jobsites as safe as possible! On October 8, the Bay Area SMACNA training room was busy with members learning CPR and emergency cardiac care skills and how to apply these lifesaving methods when needed. Students also learned about bleeding control, burns, shock, poisoning, hot and cold extremes, fractures, seizures, diabetic emergencies, insect bites and other life-threatening emergencies.

This class is held several times throughout the year, so members have an opportunity to learn these necessary skills. Those who attend are certified in CPR and first aid for two years.

### Presented By

Safety Training Seminars



**CLASS** | January 8-9, 2020

## SAVE THE DATE: SMACNA TECHNICAL UNIVERSITY

**PRESENTED BY SMACNA TECHNICAL EXPERTS  
ELI HOWARD AND MARK TERZIGNI**

Understanding SMACNA's technical standards is key to understanding how to design and construct projects properly and efficiently. This is a hands-on class where you will be encouraged to participate in open class discussions and work on challenging group projects constructing duct with models.

### Topics discussed include:

- HVAC Duct Construction Standards
- HVAC Air Duct Leakage
- Fire, Smoke & Radiation Dampers for HVAC Systems
- Industrial Duct Construction Standards for HVAC Applications

Eli and Mark's whole national team will be in attendance! Take advantage of this opportunity to meet and ask questions face-to-face with this extraordinary team!



**JANUARY 8-9**

Bay Area SMACNA  
7677 Oakport St., Ste. 805  
Oakland, CA 94621





“Our philosophy has always been to conduct business built on **trust** and **integrity**.”

- Mark Yeager, CEO

**MEMBER HIGHLIGHT** | Founded in 2012

# CONTINUED GROWTH FOR WEST COAST ARCHITECTURAL SHEET METAL

West Coast Architectural Sheet Metal was founded in 2012 by longtime friends and colleagues Mark Yeager and Paul DeHaro.

Starting in the trade as an AC specialist through Sheet Metal Workers Local 104 while attending West Valley College, Yeager gained experience working with a number of local HVAC companies – and even established several architectural divisions that have now become his biggest competitors. DeHaro began pursuing his passion in sheet metal as a Gavilan College graduate.

The duo spent the better part of 22 years working together in the industry. But after a shift in one

employer’s company culture and direction, the entrepreneurs decided it was in their customers’ and their best interest to start their own company focused solely on architectural sheet metal.

“Our philosophy has always been to conduct business built on trust and integrity,” said Yeager, CEO. “Our employees are dedicated to creating long-term relationships with clients by being responsive and providing high-quality work. They are what make our company successful.”

Throughout the past seven years, West Coast ASM has flourished into a \$25 million, nearly 100 employee firm. The company specializes in private commercial office, high-density housing and high/mid-rise construction.

Built on a reputation of excellence, Yeager expects the growth to continue.

“We are a relationship-based company, and have worked with many of the same customers and companies for more than 30 years,” said DeHaro, President. “We work with customers as team members to deliver quality craftsmanship with competitive prices. And we do it right the first time.”



West Coast ASM has worked with top-tier general contractors on some of the most high-profile projects in the Bay Area, including The Harker School’s Rothschild Performing Arts Center in San Jose. The 50,000 square foot state-of-the-art facility opened in February 2018, with more than 10,000 West Coast ASM man hours to help complete the project. The West Coast ASM team worked with the architect to design, fabricate and install more than 3,000 siding panels in three dozen different custom styles. They also installed approximately 12,000 square feet of standing seam metal roofing with built-in gutters. The project was awarded LEED Gold certification in June 2019.

Although DeHaro and Yeager credit their employees for much of the company’s success, they also find continued growth opportunities through Bay Area SMACNA as a contractor member.

“We joined the association when West Coast ASM first started, and find great value in the educational programs they offer,” Yeager said. “The social events are fun and energizing, but also provide a relaxed way to connect with other industry leaders over some of our shared challenges.”



**EVENT** | January 11

## SAVE THE DATE: CHAPTER NIGHT EVENT

Start the New Year right and join us at the SAP Center as the San Jose Sharks take on the Dallas Stars! Watch these two teams battle it out on the ice while catching up with your Bay Area friends and members. Each member firm will receive two complimentary tickets, but requests must be received by December 21. Additional tickets can be purchased for \$115 each. These are subject to availability and there is a limit of six tickets per firm.

- Dinner Served: 6-7:30pm | Puck Drops: 7pm
- Each penthouse ticket includes game seat, dinner and two beverage tickets.



**SATURDAY, JANUARY 11**

SAP Center  
525 W. Santa Clara St.  
San Jose, CA 95113





**APPRENTICESHIP** | Pre-Apprentice Story

# FROM APPRENTICE COORDINATOR TO PRE-APPRENTICE

SVM Local 104 Team Members | Left to right: Will Y., Toan D., Eleanor P., Nam N., Donald A., Phuong T.

There are more than 280 pre-apprentices working in the sheet metal industry for District 1 who fill a vital role shaping the products and the future for our contractors and our industry. One such pre-apprentice is Phuong T., who experienced a successful four months transitioning from an office role to a key contributor in Silicon Valley Mechanical's (SVM's) shop.

As an Apprenticeship Program Coordinator at Foothill College who has worked with seven different trades, Phuong wanted to experience something out of her comfort zone during her sabbatical and applied to a few apprenticeship programs. After completing the testing and application process, she was assigned after five months to a pre-apprentice fabrication role at SVM through SMW Local 104.

"I was pleasantly surprised to see a couple of women working in the fabrication shop. I came with zero tool experience and was intimidated at first," Phuong said.

However, she showed up with a strong work ethic and willingness to learn. Under the leadership of journeyman lead, Eleanor, and general foreman, Will, and with the support and feedback of her teammates she went from never using a hammer to "confidently saying I know how to use a hammer, cutting saw, sheet metal brake, roller, plate shear, spot welding machine, grinder, pin welder and an electric saw." Phuong knows she was a significant contributor to the shop production team. Her confidence, competence and the quality of her work are backed up by her team lead. A 34-year veteran journeyman, Eleanor, commended Phuong's work,

saying she was "very happy with her work and drive. She worked efficiently and was very organized. I was sad to see her go."

At a petite five feet tall, the work was physically exhausting at first; however, it was recommended that Phuong do some exercises to build up her upper body strength. She effectively adapted after a few weeks of doing the work and, although she couldn't lift the heavier duct work, she was exceeding expectations in other areas. According to Eleanor, she was already quick at wrapping the duct work, but once they put the wrap roll on a post to accommodate for Phuong's stature, she was even faster. For Phuong, seeing the fruits of her labors – from putting together end caps, damper plates and cutting rods, to welding and wrapping sealing duct work – was a satisfying reward she hadn't experienced before.

As an "insider" who was exposed to numerous apprenticeship programs in the trades, Phuong shares that there were some surprises as a sheet metal worker who was new to working with SMW 104 and SVM. First, she thought the job would be dirtier – and it wasn't. The shop was consistently clean and the team adamantly reinforced the need for a safe and clean work environment. Also, she was pleasantly surprised to know that pre-apprentices can qualify for health benefits with enough hours in the bank after working there for only three months.

Overall, she loved the experience and the variety of jobs she was exposed to. Although she started out with more physical limitations as a petite woman, she proved herself with her ability and skill set to become an asset to the team, enabling them to meet production goals while enjoying herself and becoming a significant contributor beyond her initial comfort zone. Chances are Phuong will be picking up a lot more than a hammer in the future and tackling fix-it and build-it projects with a smile on her face.



**Questions or comments?  
CONTACT YOUR LOCAL JATC**



**APPRENTICES** | Pre-Apprentices

## PRE-APPRENTICESHIP OVERVIEW

- Approximately 225 pre-apprentices are working within District 1 of SMW Local 104.
- Actively working a minimum of 120 hours per month receive an increase in their total points toward their apprenticeship ranking.
- Can improve their indenture ranking by taking additional classes.
- Can work for up to 24 months with signatory contractors; if they aren't indentured as an apprentice by then, they are encouraged to reapply.
- Can be "name hired" for specific service and TAB roles per the MOU with Local 104.
- Must complete an application, provide required ID and pass the math test at a minimum to qualify for hire.





**APPRENTICESHIP** | Contractors

# THANK YOU TO OUR CONTRACTORS

Apprentices and instructors alike have commended the SMACNA contractor presentations. These one-hour discussions provide valuable information to new apprentices about the expectations, challenges and opportunities in the sheet metal industry. Contractor representatives have leveraged the PowerPoint presentation and interactive conversations to lay the groundwork of what success looks like for the individuals, teams and organizations that make up the 120 signatory sheet metal firms and why apprentices play a critical role in the ever-changing industry.

Many thanks go out to the following individuals who have dedicated their time and energy to provide additional insight to apprenticeship classrooms throughout the Bay Area.

## 2019 SMACNA CONTRACTORS

<b>Chad Johnston</b> Marelich Mechanical	<b>Phil Phillips</b> Southland Industries
<b>David Wenner</b> NV Heathorn	<b>Paul Irwin</b> Bell Products
<b>Duane Davies</b> NABCO	<b>Rick Williams</b> ACCO Engineered Systems
<b>Gregg Perry</b> IES	<b>Theo Garcia</b> Bay City Mechanical
<b>Jeremy Day</b> Silicon Valley Mechanical	<b>Sean Greenwood</b> Critchfield Mechanical, Inc.
<b>Kathy de Jong</b> Bay Area SMACNA	<b>Susan Nichol</b> Cold Craft, Inc.
<b>Mark Napier</b> Southland Industries	<b>Greg Conn</b> Therma



**LUNCH & LEARN RECAP** | November 7

## BUILDING CODE REQUIREMENTS

The 2016 California Building Codes Commission made drastic changes in their requirements for seismic bracing in California. Twenty Bay Area SMACNA members attended this presentation to learn how to streamline code compliance relative to the seismic bracing requirements of HVAC utilities. In addition, attendees received a look ahead to additional changes to the CBC that are slated for upcoming code iterations.

Member attendees commented on the excellence of the public speakers and the quality of the information they received. Several stated the presentation could have been longer with more time spent discussing the codes.

### WHAT MEMBERS LEARNED

- 2016 CBC: What's required for HVAC systems and how it changed from previous codes
- OSHPD update: OPM requirements vs. OPA systems
- Bay Area trends in construction, enforcement and inspection

### Presented By

ISAT Total Support  
Bay Area SMACNA Associate Member



**LUNCH & LEARN** | January 28

## SAVE THE DATE: PROVIDENT CREDIT UNION HOME BUYING SEMINAR

Get the knowledge you need to take advantage of the excellent home buying conditions that currently exist. Provident Credit Union will guide you through the home buying process, with topics including:

- Loan pre-approval and applying for a mortgage
- Can you qualify, and how
- Funding 100% of your purchase
- The forms and the purchase contract
- Details of the loan process
- Private mortgage insurance (PMI)
- Financing choices – choosing the right loan for you
- Questions & Answers

JAN  
**28**

**TUESDAY, JANUARY 28**

11:30 am - Lunch  
Noon - Program  
Bay Area SMACNA  
7677 Oakport St., Ste. 805  
Oakland, CA 94621

### MORE INFORMATION

There is no charge for member firm attendees.  
To register, email  
[drobenson@bayareasmacna.org](mailto:drobenson@bayareasmacna.org)

**INTERESTED IN REPRESENTING  
YOUR FIRM AT A FUTURE  
TRAINING PROGRAM?**

Email Kathy de Jong at [kdejong@bayareasmacna.org](mailto:kdejong@bayareasmacna.org)  
for more information





**EVENT RECAP** | October 11

# SPORTING CLAYS ANNUAL EVENT

Members joined us on October 11 to show off their target shooting skills during our annual sporting clays event! Everyone from beginners to more advanced sporting clay shooters competed in an exciting day of “golf with a shotgun” at Birds Landing Hunting Preserve. Each shooting station on the course presented a different set of challenges to participants to simulate the unpredictability of live-game shooting. Bay Area SMACNA members were treated to a delicious BBQ lunch following course completion, and awards were presented.

**CONGRATULATIONS TO THE FOLLOWING WINNERS!**



**HIGH SCORE OVERALL**  
Matt Webster  
Bay City Mechanical



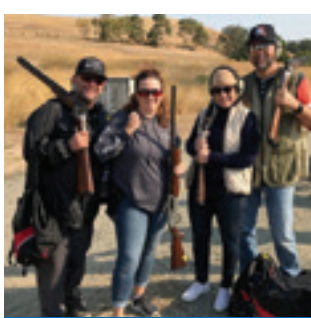
**HIGH SCORE OVERALL**  
Jessica Leffler  
Lefco



First place team: Dowdle & Sons Mechanical  
Matt Swartley, Andrew Dowdle, Matt Eggle, Todd Simpson



Dennis Thompson, raffle winner



Members at clay shoot event



Keeping an eye on the prize



Presented By: Kevin Dougherty, Industry Speaker

**CLASS RECAP** | October 18 & 28

## PROJECT COMMUNICATION

*“Understanding the Importance of Improving Communication with Your Project Stakeholders to Drive Profitability”*

The goal of this popular class, with a combined total of 93 attendees over the two days, was to learn how to make projects more profitable by employing the techniques that create better project communication. This hands-on program also focused on improving communication and teamwork among the entire team: design, estimating, project management and production. Learning to empower your production teams to take charge of projects by establishing communications protocols and standards, along with the necessary documentation, is part of the process.

**WHAT MEMBERS LEARNED**

- The importance of pre-planning and being prepared
- The “Seven Deadly Sins” of a bad job
- Identifying the “rules” of the job
- The items you and your production team need before the job commences
- How to communicate with all parties and have a productive conversation
- Why jobs make and lose money, and what to do about it
- How to ensure that everyone in the kick-off meeting is prepared
- Project close out documentation
- How to hold the field, project management and estimating team accountable and to get production rate buy-in

**EVENT RECAP** | November 18

## CRAB COMBO FISHING TRIP

Nearly 70 attendees from 28 member firms gathered dockside during the Emeryville Sport Fishing outing at the Emeryville Marina in the early hours on November 18 to enjoy a day of fishing. It was clear sailing as three boats departed at 6 a.m. with the anticipation of reeling in some big catches. Spirits remained high as everyone caught their limit of 10 crabs per person, plus link cod. The fishing was good as well as the sightseeing. The Sea Wolf spotted orca whales and a school of thresher sharks near the Farallon Islands.

Camaraderie flowed easily and members enjoyed each other’s company while participating in one of Bay Area SMACNA’s favorite outings. We hope members will join us when we set sail on our next outing!







**EVENT RECAP** | Austin, TX

# ANNUAL CONVENTION A BIG SUCCESS

The 2019 SMACNA Annual Convention in Austin, Texas, drew more than 100 Bay Area SMACNA members for a few days of fun, excitement and networking at the JW Marriott Austin.

This year's convention featured dozens of industry-specific educational sessions across a range of topics, including new technologies and processes for increased productivity, how to develop and engage the workforce, the importance of addressing mental health issues in the workplace and more. All sessions were well attended. A number of our members were honored with special awards and recognition during the Annual Convention.

- CHRIS WALKER**  
Named 2019 Chapter Executive of the Year
- RANDY ATTAWAY**  
Elected to serve a term on the National Board of Directors

**WESTERN ALLIED MECHANICAL**  
First-place winner in the 2019 SMACNA Safety Excellence Awards Program in the 400,001-500,000 man-hour category

Chapter Night was hosted with the Oklahoma City Chapter at Maggie Mae's — Austin's most iconic bar on Sixth. The weather was perfect for an enjoyable evening of mingling, music and spectacular views of downtown Austin.



During the convention, we were pleased to support Angie Simon, president of Western Allied Mechanical, as she officially began her term as our association's first female president! An avid San Francisco Giants fan, Angie enjoyed an official autograph signing event in her honor, complete with an appearance from former MLB pitcher Vida Blue and bobble head dolls made in her likeness. With more than three decades of industry experience, Angie has long been a fierce advocate for women in construction. We are honored to be her partners as she continues to shape our industry!



Simon Family



Chris Walker - Chapter Executive of the Year



Autograph Signing with Vida Blue



Chapter Night



Randy Attaway



SF Giants-themed President's Reception



Chapter Night





**WOMEN IN CONSTRUCTION** | Leadership Panel

# LEADERSHIP PANEL BIG SUCCESS

More than 50 men and women attended the Leadership Panel discussion hosted by Sunbelt Controls at ACCO Engineered Systems. Michele Bilich, Project Executive of Critchfield Mechanical; Tauhira Ali, Construction Technology Manager of Milwaukee Tool; Angie Simon, SMACNA National and Western Allied Mechanical President; and Stacey Zanetti, Vice President of Kaiser Permanente Sales, provided candid and thoughtful insights on what it takes to be a great leader in the workplace. Participants enjoyed lunch, networking and sharing their favorite apps and time-saving tips, followed by facilitated questions for our distinguished guests about lessons learned in career development, work/life balance, leadership behaviors and other topics.



Group shot of participants at Leadership Panel event hosted by Sunbelt Controls

**WIC** | Leadership Team & Steering Committee

# IT TAKES A TEAM

Thanks to our steering/sub-committee members and ambassadors who have dedicated their time and talents to provide educational and networking opportunities for the women and men in the Bay Area SMACNA-affiliated Women in Construction Group!

We are planning our 2020 strategy and programs leveraging the team's insight and knowledge in addition to utilizing the feedback from the membership survey that was recently sent. Be on the lookout for a new calendar of events coming out early next year.

## LEADERSHIP TEAM & STEERING COMMITTEE

- |   |  |
|---|--|
| <b>Antonia-Elisa S.</b><br>Hilti North America  | <b>Kathy D.</b><br>Bay Area SMACNA                     |
| <b>Angie Simon</b><br>Western Allied Mechanical | <b>Kelly B.</b><br>Broadway Mechanical                 |
| <b>Caitlyn N.</b><br>Southland Industries       | <b>Mamta C.</b><br>Air Systems, Inc.                   |
| <b>Carna B.</b><br>United Mechanical            | <b>Michelle A.</b><br>Acosta Sheet Metal Manufacturing |
| <b>Celine C.</b><br>F.W. Spencer & Son, Inc.    | <b>Michelle K.</b><br>Critchfield Mechanical           |
| <b>Christine G.</b><br>Southland Industries     | <b>Sara A.</b><br>United Mechanical                    |
| <b>Deanna G.</b><br>Air Systems, Inc.           | <b>Sarah S.</b><br>Air Systems, Inc.                   |
| <b>Irma K.</b><br>Sun Belt Controls             | <b>Sheri L.</b><br>Marina Mechanical                   |
| <b>Jessica K.</b><br>Southland Industries       | <b>Susan N.</b><br>Cold Craft                          |
| <b>Joyce Y.</b><br>Air Systems, Inc.            | <b>Yindy F.</b><br>Western Allied Mechanical           |

## THANK YOU TO OUR 2019 WOMEN IN CONSTRUCTION SPONSORS!

If you are interested in becoming a sponsor of the Bay Area SMACNA-affiliated Women in Construction group in 2020, please contact our office.





**WOMEN IN CONSTRUCTION** | Program Survey

# CHARTING THE COURSE FOR 2020

The word is spreading about the impact our Women In Construction program has made on women and men in the industry. Recently, we surveyed our WIC members on the effectiveness and perceived value of the programming and events offered during the 18-month pilot period. An overwhelming majority found our programs to be very beneficial, and responded with the following top events.

**PARTICIPANTS WHO FOUND PROGRAMMING EXTREMELY OR VERY VALUABLE**

Promoting Yourself <b>88%</b>	Leadership Panel <b>82%</b>	SHE Builds <b>82%</b>	PlanGrid <b>71%</b>	Career Mentoring <b>71%</b>
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Bay Area SMACNA is proud to offer educational and insightful events where our female members can mingle with other women in construction who are in leadership or technical roles so that we can continue to learn from one another and find solutions to common challenges we all face. At the most recent Leadership Panel discussion, a number of participants submitted evaluations that noted they were inspired to hear from “so many role models” who were “knowledgeable and empowering.”

Another survey respondent said, “I’m very impressed with the value of this organization – keep it going!”

Based on the survey’s insights, the steering committee is planning new programs and events for 2020.

**SURVEY RESULTS INCLUDE:**

- Career development, construction-specific and leadership discussion lunch-and-learns at rotating times and locations to accommodate more of our members
- Partnership opportunities with other industry-related organizations
- Exciting opportunities to give back to the community

**SAVE THE DATES**

- January 17, 2020**  
Emotional Intelligence Lunch and Learn
- March 2-6, 2020**  
National Women In Construction Week events
- Spring 2020 (TBA)**  
SHEBuilds event

**WANT TO GET INVOLVED IN WIC  
OR TRY A LEADERSHIP ROLE?**

Contact Kathy de Jong at [kdejong@bayareasmacna.org](mailto:kdejong@bayareasmacna.org) for more information about our programs, marketing and community involvement committees.



**CLASS RECAP** | September 19

## CONSTRUCTION CONTRACTS

This new educational program, attended by 38 members, was presented by Stephane McShane, Director at Maxim Consulting Group. Stephane has a large depth of experience working in the construction industry and is keenly aware of the business – specifically, the operational challenges firms face today. She is an extremely motivational and inspirational speaker with an effective ability to create confidence and desire in the classroom.

**WHAT MEMBERS LEARNED**

**Part I – Alternative Delivery Methods**

- The differences in different project delivery methods
- Why a client might select a method
- What a client might look for in the contractor selection process
- How each delivery method changes a contractor’s risk profile and suggestions on how to mitigate those risks

**Part II – Preconstruction Planning**

- The necessary requirements for a successful estimate turnover
- How to perform a scope and contract review
- The tools for labor planning, material buyout and scheduling in preconstruction
- How predictable preconstruction processes lead to successful and predictable project outcomes

**Presented By**

Stephane McShane  
Director at Maxim Consulting Group



**CONFERENCE** | February 25 - 26, 2020

## SAVE THE DATE: PARTNERS IN PROGRESS CONFERENCE

The 2020 Partners in Progress Conference is being held at the legendary Caesar’s Palace in Las Vegas! Join other member contractors and industry leaders for an informative event designed to develop collaborative relationships and energize labor and management partnerships. This year, you’re invited to join the Strive to Succeed Challenge, which encourages local SMART unions and SMACNA chapters to work together in phases to complete simple tasks. Challenge leaders can earn up to \$3,000 for use in their future marketing efforts.

Visit [www.pinp.org/conferences/pinp20](http://www.pinp.org/conferences/pinp20) to register or join the challenge!

We hope you plan to attend this informative event and continue to gain knowledge and insight from the great educational sessions, while strengthening our labor/management partnerships.

**FEB 25 - FEB 26** **FEBRUARY 25-26**  
Caesar’s Palace  
3570 S. Las Vegas Blvd.  
Las Vegas, NV







# SAVE THE DATE: UPCOMING EVENTS

**THURSDAY, FEBRUARY 20**  
**CHAPTER NIGHT EVENT**

Golden State Warriors vs. Houston Rockets  
at the Chase Center

**APRIL 15 - 18**  
**CAL SMACNA CONVENTION**  
Dana Point, California

**FRIDAY, APRIL 24**  
**CHAPTER NIGHT EVENT**  
San Francisco Giants vs.  
Washington Nationals

**MARCH 2 - 6**  
**NATIONAL WOMEN IN  
CONSTRUCTION WEEK**

**JUNE 11 - 13**  
**ADVISORY GETAWAY**  
Edgewood Tahoe

**FRIDAY, JUNE 19**  
**CHAPTER NIGHT EVENT**  
Oakland A's vs. Houston Astros,  
plus pre-game BBQ

**MONDAY, JULY 13**  
**SCHOLARSHIP TRUST  
GOLF TOURNAMENT**  
Castlewood Country Club

**SEPTEMBER 27 - 30**  
**SMACNA CONVENTION**  
The Broadmoor, Colorado Springs

**SEPTEMBER 15 - OCTOBER 22**  
**CERTIFICATE IN CONSTRUCTION  
PROJECT MANAGEMENT**

**SATURDAY, NOVEMBER 14**  
**ANNUAL DINNER**

## THANK YOU TO OUR 2019 INTERN PROGRAM MEMBER FIRM PARTICIPANTS!

If you are interested in participating in the Bay Area SMACNA intern program, please contact our office.

- ACCO
- AIR SYSTEMS, INC.
- ALLIED HEATING & AIR CONDITIONING
- ARENA & SONS SHEET METAL, INC.
- BAY AREA BALANCING & CLEAN ROOMS
- BAY AREA SMACNA
- BEL AIR MECHANICAL, INC.
- BELL PRODUCTS, INC.
- BRADY AIR CONDITIONING
- BURLINGAME HEATING
- CONTROL AIR ENTERPRISES
- CROWN SHEET METAL
- DE BELLA MECHANICAL
- FAIRVIEW HEATING & AIR
- INNOVATIVE MECHANICAL INC.
- MONARCH MECHANICAL
- NORTH BAY COMMERCIAL SERVICES, INC.
- PACIFIC TEST & BALANCE, INC.
- RMI MECHANICAL
- THERMA
- VAN-MULDER SHEET METAL, INC.
- WESTERN ALLIED MECHANICAL

**INTERN** | 2020 Bay Area SMACNA Intern Program

# 2020 INTERNSHIP PROGRAM

Bay Area SMACNA will once again provide members with assistance and the opportunity to employ a 2020 Intern. The purpose of the Intern Program is to raise the level of awareness about the different career opportunities available throughout the sheet metal industry. Careers such as a skilled tradesperson, service technician, detailer, project manager, engineer, architect, estimator, purchasing agent and information services are all opportunities sometimes overlooked as careers available in our construction industry.

Bay Area SMACNA will attend up to eight college career fairs between January and April 2020, speaking to students about the Intern Program – the 2019 Bay Area SMACNA Intern Program placed 47 interns. Employers are also encouraged to recruit interns for employment. If you have not participated in the past, we are confident you will find this program to be a very rewarding experience.

The Intern Program also identifies college students who may benefit from a Bay Area SMACNA Scholarship.

Bay Area SMACNA awarded 57 scholarships in 2019 totaling \$212,000. An additional \$25,500 was awarded to scholarship recipients who participated in the Intern Program.

Bay Area SMACNA members can also apply for three separate scholarships on the College of Fellows Scholarship Application by checking a) SMACNA Scholarship, b) Richard DeBrine Endowed Scholarship, and c) Lonnie Michael, III Endowed Scholarship on page two of the application.

### BAY AREA SCHOLARSHIP

<https://www.bayareasmacna.org/scholarships>  
Applications must be postmarked by May 31, 2020

### COLLEGE OF FELLOWS SCHOLARSHIP

<https://www.smacna.org/about-us/college-of-fellows-scholarship>  
Applications must be postmarked by February 28, 2020





**EVENT RECAP** | Annual Dinner

# SMACNA BAY AREA ANNUAL DINNER

*Bay Area SMACNA 2020 Executive Committee*

Bay Area SMACNA's Annual Dinner and Installation of Officers in November was a success, with 160 members, associate members and guests in attendance on the top floor of the elegant Westin St. Francis on Union Square. Attendees socialized and networked over hors d'oeuvres, followed by a delicious dinner.

Bay Area SMACNA Executive Vice president Sean O'Donoghue introduced Paul Irwin, our 2019 president. Paul honored Program Manager Nancy Pirrone for her efforts in setting up another successful annual dinner along with the many other events and programs she organizes. SMACNA National President Angie Simon and CEO Vince Sandusky presented on SMACNA National's focus for the future, and newly inducted Bay Area President John Bagot welcomed all and shared his vision for our organization.

Bay Area SMACNA membership was pleased to present Bob Bramlett, President of Aire Sheet Metal, Inc., with the

Lonnie Michael III Achievement Award for his leadership, contributions and efforts to the betterment of the sheet metal industry. His mother, Monna, and wife, Charlotte, were in attendance for the honor. Congratulations, Bobby!

Following the business meeting and dinner, high-energy pop and soul band Pride & Joy — one of the most popular party bands in the Bay Area music scene — kept the crowd dancing through the night. We hope everyone who attended enjoyed connecting with other members and celebrating the season!

**SAVE THE DATE**

**NOV 14** **SATURDAY, NOVEMBER 14, 2020**  
**ANNUAL DINNER**

*More information will be sent as we get closer to the date.*



*Annual Dinner Dance Floor*



*Irwin and Bagot*



*Bagot Family*



*N.V. Heathorn, Kel-Aire, Bel Air, LogoBoss, and Pan Pacific*



*Pacific Test and Balance and City Mechanical*



*Bob Bramlett Leadership Award*





**CLASS RECAP** | September 10 - October 17

# STUDENTS EARN PROJECT MANAGEMENT CERTIFICATE

Designed specifically for the Bay Area SMACNA contractor, participants learned how to successfully orchestrate the people, resources and tasks it takes to execute projects on time and within budget, while developing better relationships with internal and external customers.

Thirty students graduated on October 17 and received their Project Management Certificates, knowing they gained knowledge to help them on a personal level and skills that will benefit their employers. Students were positive about the program, stating the instructors were excellent and the knowledge gained will help them grow within the sheet metal industry. They were exposed to many areas of sheet metal they don't

ordinarily get to see and felt the program went above and beyond their expectations.

Many thanks to all of our instructors and volunteer panelists, including Chad Johnston of Marelich Mechanical and Bryan Amick of Air Systems, Inc.



*Class instructor and panelists*

Congratulations to the October 17 **graduating** class, listed with their current employers:

- |   |  |
|---|--|
| <b>BRIAN BLIGH</b><br>Silicon Valley Mechanical     | <b>JESSICA PACAT</b><br>Martinez Sheet Metal           |
| <b>CONNOR BOOTH</b><br>Frank M. Booth               | <b>JOSIAH PERCIA</b><br>Bay City Mechanical            |
| <b>LESLIE BRIGGS</b><br>Murray Company              | <b>LYNETTE PEREA</b><br>Air Systems, Inc.              |
| <b>MAMTA CHAUHAN</b><br>Air Systems, Inc.           | <b>LYDIA RYDER</b><br>Bay City Mechanical              |
| <b>JASON CHO</b><br>Bay City Mechanical             | <b>SANDRA SANCHEZ</b><br>DeHaro Mechanical             |
| <b>GRAHAM CRUZ</b><br>Air Systems, Inc.             | <b>VINCENT SANDOVAL</b><br>Bay City Mechanical         |
| <b>ROSE DEHARO</b><br>DeHaro Mechanical             | <b>ALEXIS SANTANA</b><br>Marelich Mechanical Co., Inc. |
| <b>MICHELLE FIGUEIRA</b><br>Bay City Mechanical     | <b>PHILIP SCHOLNICK</b><br>Air Systems, Inc.           |
| <b>ZACHARY HAYES</b><br>Southland Industries        | <b>KETUL SHAH</b><br>ICOM Mechanical, Inc.             |
| <b>ERICA JACKSON</b><br>Anderson, Rowe & Buckley    | <b>WYATT SHIELDS</b><br>Marelich Mechanical            |
| <b>DOLORES JOHNSON</b><br>Bay City Mechanical       | <b>SARAH SULLIVAN</b><br>Air Systems, Inc.             |
| <b>CHRISTIAN LONSKY</b><br>F.W. Spencer & Son, Inc. | <b>JOAQUIN TAPIA</b><br>Air Systems, Inc.              |
| <b>MATT MAESER</b><br>Air Systems, Inc.             | <b>NICK WERNER</b><br>Western Allied Mechanical        |
| <b>JOE O'BRYAN</b><br>Western Allied Mechanical     | <b>CHRIS WOOLEY</b><br>Southland Industries            |
| <b>MAIRA OROZCO</b><br>Therma                       | <b>EDUARDO YANEZ</b><br>Frank M. Booth                 |



**Safety** | A Comprehensive Online Safety Tool for Members

## CLICKSAFETY: ONLINE SAFETY TRAINING

Bay Area SMACNA is proud to continue offering ClickSafety online safety training for member firms. This customizable and interactive safety resource has more than 300 online safety courses, including HAZWOPER, OSHA 10, OSHA 30, harassment training and custom site-specific general industry courses.

ClickSafety employs an in-house team of Certified Safety Professionals (CSP) and Certified Industrial Hygienists (CIH) to create and maintain the industry's most comprehensive catalog of online safety courses, each designed to enhance learning and retention throughout an individual's entire professional career.

For more information or to browse a list of available courses, visit [ClickSafety.com](https://www.clicksafety.com).

Members should contact Nancy Pirrone at [npirrone@bayareasmacna.org](mailto:npirrone@bayareasmacna.org) to have course units added to their ClickSafety account, or to obtain an authorization code when creating an account on [ClickSafety.com/SMACNA](https://www.clicksafety.com/SMACNA).

For members with an existing account who are having trouble assigning courses, contact [support@clicksafety.com](mailto:support@clicksafety.com).



**ClickSafety 2020**

Online safety training information to come



# 2020 BAY AREA SMACNA OFFICERS



**John Bagot**  
President  
A.I.M. Sheet Metal, Inc.



**Rich Buckley, Jr.**  
Vice President  
Anderson, Rowe & Buckley



**Keith Atteberry**  
First Vice President  
Marelich Mechanical



**Duane Davies**  
Treasurer  
NABCO



**Bobby Bramlett**  
Secretary  
Aire Sheet Metal



**Paul Irwin**  
Past President  
Bell Products

## 2020 TRUSTEES & DIRECTORS

**Randy Acosta**  
Acosta Sheet Metal

**Randy Attaway**  
AGC, Inc.

**Paul De Bella**  
De Bella Mechanical

**Don Dennehy, Jr.**  
Crown Sheet Metal & Skylights, Inc.

**Chris Infantino**  
Environmental Systems, Inc.

**Yindy Felkins**  
Western Allied Mechanical

**Dave Foster**  
Martinez Sheet Metal, Inc.

**Milt Goodman**  
ACCO Engineered

**Sean Greenwood**  
Critchfield Mechanical

**Mitch Hoppe**  
Melrose Metal Products, Inc.

**Sargon Michael**  
Allied Heating & A/C

**Jon Mohs**  
AGC, Inc.

**Mark Napier**  
Southland Industries

**Joseph Parisi**  
Therma

**Mike Pence**  
Control Air Enterprises, LLC

**Gregg Perry**  
Indoor Environmental Services

**Les Peterson**  
Peterson Mechanical, Inc.

**Brian Pyle**  
Silicon Valley Mechanical

**Elden Shreve**  
Ray L. Hellwig Mechanical Company

**Angie Simon**  
Western Allied Mechanical

**Paul Steckel**  
Van-Mulder Sheet Metal, Inc.

**Bob Tuck**  
Atlas Heating and Air Conditioning

**Doug Ulrich**  
Burlingame Heating

**Art Williams**  
Air Systems, Inc.



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