SMART-SMACNA
TAUC Presentation
Who We Are

- SMART, the International Association of Sheet Metal, Air, Rail and Transportation Workers represents 204,000 members in the US and Canada.

- SMART members are employed in the sheet metal industry - HVAC fabrication and installation, architectural & building enclosure, paint systems, air balancing, sign installation, kitchen equipment, welding, service and retrofit work and BIM.
Who We Are

- The Sheet Metal and Air Conditioning Contractors’ National Association (SMACNA) represents 1,834 member firms in 103 chapters throughout the United States, Canada, Australia, and Brazil.

- SMACNA members work in industrial, commercial, institutional, and residential markets.

- The voluntary technical standards and manuals developed by SMACNA Contractors are accepted worldwide.

- SMACNA is an ANSI (American National Standards Institute) accredited standards-setting organization.
Looking Back At Progress Made

- Code of Excellence has 100 percent implementation across all building trades areas.
- 75 percent reduction in grievances at NJAB due to improved effort at enhanced communications.
- Expanded partnerships with outside groups such as building inspectors’ program, PILMA, community workforce groups.
- Identified and implemented action on emerging industry sectors such as HVAC fire life safety, building envelope and air balancing.

60% of 2018 attendees said the conference maintained or improved labor and management relationships.
Workforce Development & Recruitment

- SMART has historically hit the mark on jobsite requirements through partnership and utilizing long term projections.
- Active researching of best practices and applying strategies into real life performance.
- Expanding apprentice pool to meet current and future industry growth needs.
- SMART Heroes Program to recruit members of military.
- Continue to identify members who dropped cards or left.
- Mentoring programs.
Joint Marketing

- Building Enclosure Systems
- Fire Life Safety
- ANSI Certification
- Joint Union/Employer marketing in industry publications
Delivering For Customers

• Worked together on constructive agreements to secure work on paint systems.

• Best Practices Market Expansion Taskforce designed to identify marketing opportunities to different sectors of the industry. Leading contractors and Union leadership representing geographically diverse range of locals and chapters included in these discussions.

• Pilot Programs on Market Research and Development.

• SMART partner Gallagher-Kaiser was named a Supplier of the Year by General Motors.
Responding To Dynamic Change

• New Materials (nonmetallic) for HVAC
• Impact of energy efficiency requirements and “Green” movement
• Commissioning requirements
• Expertise in BIM: AutoCAD, Revit
• 3D scanning in the field to assist in ordering product - iTi embracing it and training
• Lead role in preconstruction coordination
Challenges

• Proactively tackling the opioid crisis affecting workers in the industry.

• Communicating advantages to owners of SM and HVAC contractors of involvement in planning and design.

• Facilitating travel and housing of crafts persons to staff large, remote jobsite locations.

• Business succession and stability as current ownership changes.

• Responsiveness to customers – ensuring changing needs are met in a timely and efficient manner.

• Proactively positioning for a changing world and industry by anticipating and acting on new technologies and processes.