Letter from the President

Dear SPIDA Members,

With the spring season upon us, many of us think of new life and growth in our lawns, gardens, and the outdoor environment in general. Those same spring characteristics can be seen in SPIDA. Throughout 2016, the board of directors and I were all pleased with the progress we saw being made in the various committees. But it was not until the January meeting, when we took the time to look back at all the accomplishments of the past year, that it was apparent that SPIDA had just completed what may have been its best year ever.

If you were unable to attend the January meeting at ASHRAE, we announced that Ms. Toni Sylvester is retiring and would be liquidating Sylvester Management. I cannot say enough good words to express our gratitude to Toni for the excellent way she, along with her staff, have served SPIDA for the last 20+ years. While many retire to be able to travel, Toni is retiring to enable her to stay home. We wish her the very best and were pleased to get to honor her at the general membership meeting one last time.

With that being said, I would like to introduce to you Ms. Madeleine...
Crouch of Madeleine Crouch & Co. A committee was formed to review many proposals on what organization might best serve SPIDA with Toni’s departure. The services offered, the professionalism shown, and the attentiveness to detail set Madeleine Crouch apart from all the rest. Madeleine Crouch & Co, Inc. are based out of Dallas, Texas. You can read more about them at www.madcrouch.com. Madeleine and Toni are working together through the month of March for a smooth transition. You will have the opportunity to meet Madeleine at our Annual meeting in Minneapolis. Please join me in welcoming Madeleine to SPIDA!

Speaking of the Annual Meeting, it just may prove to be the best one yet. I won’t steal the thunder from the Program Committee report, but just let me encourage you to attend. The speakers and the entertainment planned are guaranteed to make it worth your time. We will again have the round table discussions. Each year when we do the evaluations of our meetings, most come back saying that these round table discussions are their favorite part of the meeting and the information gained and shared makes it worth the money to come. Please consider not only coming, but participating in the discussions, perhaps being a sponsor, taking part in the table top reception, as well as all the social events that are being offered for you (and for your guest). The opportunity to network with other manufacturers, and suppliers to our industry is priceless. Men, bring the women in your lives to this meeting. For goodness sake, the Mall of America is a short ride from our hotel!

While 2016 was a great year, our goal is to make 2017 even greater. We need your membership. We need your participation. We will be announcing our next technical project at the Annual Meeting, as well as looking for volunteers to serve on the various committees as we grow!

Thank you for being a part of this great organization. I look forward to seeing you in Minnesota!

Robin M. Stegall
SPIDA President
Sales Manager,
Hamlin Sheet Metal Co., Inc.

2017 Annual Spring Conference - Minneapolis, MN

Just like that, our Annual Conference is coming up again, and we have a great agenda set up in the wonderful city of Minneapolis. From the program committee, we hope everyone enjoys the meetings as much as we do, as well as all the wealth of knowledge that comes from the speakers and the continued networking with fellow members. We have a full agenda set, which starts on Thursday evening (May 4th). We will have dinner reservations set at a restaurant in downtown Minneapolis for anyone who would like to join (and spouses too!). What a perfect opportunity to have some good food, a relaxing cocktail of your choice (but only one since we have a full agenda the next day).
Friday’s meeting will be centered around our keynote speaker, Sarah Sladek, CEO of XYZ University, who will talk about the importance as well as tactics of recruiting and retaining the younger millennial generation. This is perfect with the amount of industry change we are seeing right in front of our eyes.

We will also see a presentation from Bill Stenard, the VP of purchasing for Viking Materials in Minnesota. He will be giving an update on the steel industry, and what he expects to see in the coming months. We will also be hearing from Shawn Ostheimer, the president of The Answer Company, showing the benefits and advantages of a CRM (customer relationship management) system. With special thanks to Sheet Metal Connectors for their help, the best part of the weekend is going to come on Saturday where we will be going to a suite at Target Field to watch the Twins play the Red Sox for a 1:00 game. So with this being said, bring your spouse, appetite, and your baseball cap as this is going to be a great time! Looking forward to seeing everyone in May.

Date: May 4-7, 2017
Location: Radisson Blu Minneapolis Hotel, 35 South Seventh Street, 55402 Minneapolis, Minnesota, USA

"You'll be within walking distance of Target Field, the theaters of Hennepin Avenue, Target Center and U.S. Bank Stadium, and the hotel has direct access to the Minneapolis Skyway system."

Reservations Options:
- Click here for reservation: Radison Blu Reservation Form
- Access the booking window on hotel main webpage Radisson Blu Minneapolis Downtown, choose the event dates (May 4-7, 2017), and use the promotional code SPIDA or
- Call the hotel directly at 1-612-339-4900 and ask for the SPIDA room block.
  Guests must make reservations by April 13, 2017

SPIDA Stars

It requires a great deal of effort, on the part of its members, for a Professional Organization such as SPIDA to not only exist, but to thrive and grow. A significant amount of this work is done behind the scenes and often goes unnoticed. For some time now, SPIDA has been looking for a way to acknowledge individuals, who have gone out of their way, to help move the organization forward. It is for this reason that we have decided to launch a new section in the SPIDA Pipeline Newsletter, under the headline SPIDA Stars. This will be where SPIDA can acknowledge the extraordinary efforts of some of these members.

In this first edition of SPIDA Stars we would like to give special recognition, to the following two Members: Bob Brumleu, Omni Duct and Ryan Barnes, Sheet Metal Connectors.

Together they were instrumental in the development of our new and updated SPIDA Website Platform, which besides being much easier to navigate, no longer has a monthly fee attached to it. Having a good Web presence is crucial for an organization such as SPIDA, whose membership is distributed across North America. It is a place where members can get connected and updated, and where we can attract and send potential new members. The website is also a helpful tool to use, when talking to engineers and contractors about the advantages of Spiral and Flat Oval Duct. One new feature in this regard is called Spiral U, a very helpful guide for understanding the benefits of using Spiral.

Therefore SPIDA wishes to thank and recognize Bob Brumleu and Ryan Barnes along with their organizations, for the time and effort they have spent on behalf of SPIDA.
The Spiral Duct Manufacturers Association (SPIDA) was excited to welcome over 50 members and guests who joined us in Las Vegas for our annual winter meeting and luncheon in conjunction with the AHR Expo.

Pat Brooks, Eastern Sheet Metal, updated the membership about the recent Flat Oval Testing Project conducted by SPIDA. SPIDA members heard that flat oval gauge and reinforcement tables will be included in the soon to be updated SMACNA HVAC Duct Construction Standards.

John Newland, Hercules Industries, informed the group of activities associated with the May 4th-7th SPIDA Spring Meeting, including details of the Twin vs. Red Sox afternoon baseball game. Jerry Liddell, Set Duct Manufacturing, presented an update regarding issues pertaining to wage equalization. Weldon Weeks, M&M Manufacturing, reported that SPIDA was in a sound financial position. Randy Swain, East Coast Products, informed the attendees that membership was well ahead of previous years. Scott Witherow, Design Polymers, outlined future publications and requested that member companies ask their employees to follow SPIDA on LinkedIn. He also asked for a volunteer to join the publications committee - thank you and welcome Alvin Dueck of Tradesman Manufacturing!

Robin Stegall, Hamlin Companies and SPIDA president, presented John Reints as our featured speaker. Mr. Reints is owner of StaticRegain.net and has 35 years of mechanical engineering and contracting experience. As a mechanical contractor he converted rectangular duct systems to round and flat oval spiral duct systems by using the static regain design method as a way of reducing material and labor costs. He now owns a consulting business that works with mechanical and sheet metal contractors to use this design method to maximize profitability. Static regain is a duct design method which takes into consideration velocity pressure, unlike equal friction or equal velocity design methods.

Mr. Reints detailed the key advantages of spiral duct: lower material and labor cost, less duct leakage, lower heat transfer and less required space. By converting rectangular duct to spiral duct using static regain, he showed the average project reduced weight by nearly 50% and reduced labor by 37% on six installed projects at various location across the United States. Saving ranged from 12% on a 12,000 sq. ft. project in Fort Worth to 55% on a 23,000 sq. ft. project in Chicago. The average conversion resulted in a 37% saving or $306 per ton. Nearly identical results were realized in an analysis of projects in Mexico. An additional cost saving was realized by the building owner with fan energy being reduced 6% to 30% using spiral duct. The use of spiral duct also significantly reduced duct leakage. Mr. Reints presented a graphic from the US Department of Energy demonstrating the importance of duct leakage. Duct leakage was the largest cause of commercial building energy inefficiency, causing $2.9 billion in lost energy cost annually. Conversion of rectangular systems to properly sealed spiral duct systems offered leakage less than 1% of system CFM. Smaller spiral duct, with better airflow, can replace larger rectangular duct which results in less surface area for heat transfer. In other words, conditioned air loses less of its energy before reaching air outlet diffusers when installing spiral duct. As an added benefit there is less surface area to insulate, reducing internal and external insulating costs. Finally Mr. Reints addressed the very common "I can't use spiral duct because it won't fit" concern. He demonstrated that using multiple runs of smaller diameter spiral duct and in some case spiral flat oval duct, he could not only make the duct fit, but could provide a lower material cost, lower installed cost and higher efficiency spiral duct system in the same space allotted for rectangular duct.

The full staticregain.net PowerPoint presentation is available to members on the SPIDA website at www.SPIDA.org.

SPIDA at the 2017 AHR Expo

Once again this year SPIDA had a booth on the exposition floor at the ASHRAE Tradeshow. The booth promoted the use of spiral round and flat oval duct systems to design engineers and contractors. The booth was also a platform to attract new members to our organization. Among the many visitors, 25 attendees requested follow up information.
SPIDA would like to send a special thank you to Josh Crichton of Semco, Craig Brown of Precision Sheet Metal, Jerry Liddell and Alvin Dueck for assisting our association director, Toni Sylvester, in the booth.

**Technical Committee Update - Flat Oval Testing**

Pat Brook, Eastern Sheet Metal and SPIDA technical committee chairperson, updated the membership regarding the inclusion of flat oval gauge/reinforcement tables in the newest SMACNA HVAC Duct Construction Standards. The new edition is estimated to be released at the end of this year.

**Pat’s Report**

SPIDA recently completed a project with Tennessee Technological University (TTU) to correlate flat oval duct deflection as a function duct gauge, flat span, internal static pressure based on test results from experimental measurements at the Texas A&M Engineering Experiment Station, Energy Systems Laboratory. The results were limited to test where there was enough data to correlate based on no reinforcement and different types of reinforcement. Reinforcement tables were created in the TTU report:

- Unreinforced Positive Pressure
- Unreinforced Negative Pressure
- 12 ft. sections with a T-25 type joint reinforcement for Positive Pressure
- 12 ft. sections with a T-25 type joint reinforcement for Negative Pressure
- 12 ft. sections with a Trapeze reinforcement every 6 ft. for Positive Pressure
- 12 ft. sections with reinforcement attached every 3 ft. for Positive Pressure
- 12 ft. sections with an internal tie rod reinforcement at every 6 ft. for Positive Pressure

The results of the test will be incorporated into the reinforcement tables to be included in the next edition of SMACNA’s HVAC Duct Construction Standard, which is currently under development. When the final draft is completed, the manual will be sent out for public review. After all comments are addressed the standard will be published." For full details, the TTU final report with tables is available to SPIDA members. Advanced copies of the gauge/reinforcement tables are available free of charge to B Thomas Research Contributor level members. [info@spida.org](mailto:info@spida.org).

**2017 SPIDA Board of Directors**

SPIDA is happy to see the following four members re-elected to the board of directors:

- Art Morrell - Southern Tier Custom Fabricators
- Scott Witherow - Design Polymersics
- Robin Stegall - Hamlin Sheet Metal Co., Inc.
- Pat Brooks - Pat Brooks - Eastern Sheet Metal

Rounding out the SPIDA board of directors are:

- John Newland - Hercules Industries
- Weldon Weeks - M&M Manufacturing
- Bill Busch - Northeastern Sheet Metal
- Reid Boydston - Spiral Pipe of Texas
- Josh Crichton - SEMCO
- Jacob Dorfler - Steimer Sheet Metal
Welcome the SPIDA Director - Madeleine Crouch & Company, Inc. - Dallas, TX

As mentioned in the President's introduction, with the spring meeting in 2017 SPIDA will welcome Madeleine Crouch & Company, Inc. (MCC) into the director's position for our organization. Founded in Dallas, TX in 1983, MCC has been successful in partnering with over 30 professional organizations ranging from business and management to education and the arts. The 21 current employees of MCC have over 100 combined years of association management experience and establishing relationships to help organizations succeed and grow. We thank SPIDA members Weldon Weeks, Pat Brooks, and Art Morrell for a diligent management search and we look forward to Madeleine Crouch & Company partnering with SPIDA Members for many years to come!

SPIDA on the Move

SPIDA continued to grow in 2016 and closed the year with 93 member companies. Much of the growth has been at the highest B. Thomas Research level, which provides the member the opportunity to receive technical and research reports (such as flat oval testing) and share in the maximum benefit of the SPIDA organization.

SPIDA is pleased to announce the following 4 newest members to our association, and look forward to working together to promote the use of spiral round and flat oval duct!

Custom Duct - Houston, TX

Custom Duct is a Houston based spiral and rectangular duct manufacturer that was founded in 1991 by Tom and Tad Transou. The company is currently owned by Tad and Adam Transou. Custom Duct originally began in a 3,500 sq. ft. shop in northwest Houston. Tad and Adam have expanded twice and moved into a 45,000 sq. ft. building in 2016. Custom Duct services the greater Houston, College Station and Galveston areas.

Accurate Specialty Metal Fabricators - Queens, NY

Since opening in 1989, Accurate Specialty Metal Fabricators has offered comprehensive metal fabrication solutions for both interior and exterior applications. With a team of 75 employees and a 30,000 square foot facility located in Queens, N.Y., Accurate Specialty Metal Fabricators focuses on a variety of projects in the NYC Metro area ranging from HVAC to Architectural Metal installations.

Precision Sheet Metal - Norfolk, VA

Precision Sheet Metal does custom manufacturing, including motorcycle and automotive body parts. They service areas including Hampton Roads VA and the Mid-Atlantic region. Since their start, Craig and Kristin Brown have expanded their business to two different location; one in Norfolk VA and one in Currituck, NC.
Member News

SPIDA encourages its members to contribute or submit any news that is either related to their own business or the industry in general.

Some examples of topics to submit are:

- Acquisitions
- Company anniversaries
- New facilities
- Changes in personnel

Please submit to marketing@spida.org.

SPIDA on LinkedIn

SPIDA’s LinkedIn company page allows us to reach existing and prospective members with relevant articles and publications, as well as information regarding upcoming conferences and meetings.

If you are a LinkedIn user, please follow us!

*New to LinkedIn or not a user?* Click the link below to get the basics and learn how LinkedIn can help you network and grow your business: https://www.linkedin.com/help/linkedin/answer/53724?lang=en