Letter from the President

Greetings to you all,

To extend a little southern hospitality with you, let me say "Welcome to Fall Y'all!" This is my favorite time of year. It's time to enjoy cooler temperatures, the rich colors of the foliage, some football, and a bonfire somewhere along the way.

I trust that 2016 has been good to you with plenty of profitable work. For the construction industry, we are in the midst of our busiest time of year. Schedules are certainly demanding of our time, our shop production hours, our inventory, and all that goes in to meeting the expectations of our customers.

The board of directors of SPIDA just returned from our Fall meeting. I always find it easier to write the "Letter from the President" following one of these meetings, as I leave excited about what SPIDA has accomplished, is doing, and has planned for the future. One of the changes we've seen in recent years is a greater level of involvement by our membership. Each of our committees have active members who are giving input in their particular areas of expertise. Be it technical, websites, publications, membership, or planning interesting speakers and events for our upcoming meetings, these guys & gals are On It. If you are not already involved on a committee, let me encourage you to find an area you can serve. This is typically a few conference calls a year. You will find a huge return on your investment of a little time as you collaborate with fellow SPIDA members to grow our market and our association.
In the next few weeks, you will receive a membership survey. While SPIDA wants to get to know you better, we also want to know what we can do to help you get the most out of your membership. Please take the time to complete this information once received.

ASHRAE, in Las Vegas, is just around the corner. Our SPIDA meeting on Sunday at lunch may prove to be one of the most educational meetings we’ve ever had on the value of spiral duct. Let me encourage you to attend. Let me encourage you to bring a guest. Perhaps your guest should be the engineer who does not typically design around spiral duct. Perhaps your guest could be the contractor who chooses to convert round and oval spiral to rectangular so that he can build it in his shop. We are very excited about this presentation, and hope that you will plan to attend, and bring a guest. SPIDA will also present an educational session on Monday afternoon. Again, the more engineers and contractors we can get to attend these sessions, the more we may see our market grow. We are spiral manufacturers, we know the benefits of spiral. As SPIDA members, this is our opportunity to influence a larger audience. Let’s aim for the biggest attendance ever at these meetings. We need your help to get people there!

You will find a lot of information here in the newsletter, and I don’t want to steal anyone’s thunder. So take the time to read each article.

I look forward to seeing you in January!

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

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**2017 SPIDA Board Nominations**

In January 2017 at the general membership meeting, the SPIDA members will elect new Directors to the Board. A Director is elected to serve a three year term and the Board meets three times each year: once at the AHR Expo, once at the SPIDA Annual Meeting and once for a separate planning meeting in the fall. In addition to attending the Board meetings, Directors are expected to be active in one or more committees and perhaps chair a committee.

Nominations for Board of Directors:

- Art Morrell
- Scott Witherow
- Robin Stegall
- Pat Brooks

If you have an interest for the future, you are encouraged to become active in a SPIDA committee and to attend the membership meetings held in January and the spring.

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**Membership Analysis**

SPIDA’s membership continues to hold strong, with an expected increase due to the recent completion of the flat oval testing. We are pleased to welcome new members, and even some from the past which renewed membership.
New Member Introduction

SPIDA welcomes new members:

**Design Mechanical - Louisville, CO**
Design Mechanical was founded in the Denver area in 1984. They are part of the Houston-based Comfort Systems group along with their two Denver area sister companies; Rocky Mountain Mechanical Systems and Breckenridge Mechanical. Design Mechanical is a full service mechanical contractor and a manufacturer of spiral duct and fittings. They service all of Colorado and southern Wyoming from their 50,000 square foot facility in Louisville, CO.

**MetaLab - Houston, TX**
MetaLab International Inc. is a software company providing CAD, CAM, and estimating systems for sheet metal and HVAC design, estimation, drafting, and product manufacturing worldwide. In addition to software solutions, MetaLab offers a variety of production equipment, including various cutters and coil lines. MetaLab was founded 21 years ago in Houston, Texas, where its head office is currently located.

**MKT Manufacturing - York, PA**
Mi-Kee-Tro Metal Manufacturing, York, PA, opened their doors in 2004. Established by four partners with over 75 years of sheet metal experience, Mi-Kee-Tro set out to be a supplier of HVAC duct and accessories. In 2008, Mi-Kee-Tro Metal Manufacturing became known as MKT Metal Manufacturing and added spiral duct and fittings to their product offerings. MKT moved their facilities from a 25,000 sq. ft. to an 85,000 sq. ft. facility in 2013. MKT now employs nearly 100 employees supplies nationwide while continuing to grow their product offerings.

**Omni Duct - Anaheim, CA**
Omni Duct began manufacturing spiral and rectangular sheet metal duct in Anaheim, CA 1982. Since then Omni Duct has expanded manufacturing to Sacramento, CA, Everett, WA (Seattle area) and Phoenix, AZ. They now have 220,000 square feet of total manufacturing located on 18 acres. They have 10 spiral machines and operate a fleet of 24 delivery trucks that services the West Coast, Pacific Northwest and Southwest from their three locations.

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Member News

Reminder!

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.
Flat Oval Test Update

We are pleased to announce that SMACNA has recognized and approved the flat oval test report, as well as contributed funds towards the research. The tables developed in this joint effort will be published in the next version of the *SMACNA Duct Construction Manual*.

This is a major milestone for SPIDA in having our research efforts accepted. It will also provide engineers and designers various options with regards to gauges and reinforcement type for a given flat span of the flat oval duct. The SPIDA Flat oval test report and tables are currently available at no cost to SPIDA Brad Thomas members. Industry Supporters and Associate Members may purchase the report for a fee. Please contact the SPIDA Administrative Office at 803-732-5818 to request a report.

We are now actively looking for ideas on the next research project, which could be either small or large. If you would like to submit an idea for testing please contact info@spida.org.

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2017 General Membership Meeting - Las Vegas, NV

We are very excited to announce that the keynote speaker at the upcoming General membership meeting will be John V. Reints, PE. John is the lead at Static Regain, and a graduate of Iowa State University with a BS degree in Chemical/Mechanical Engineering.

*StaticRegain.net* has over 35 years of mechanical engineering experience and a complete understanding of mechanical contracting. The team has worked on commercial projects for Office Buildings, Large 700 Ton Hospitals, Medical Surgery Centers, Gambling Casinos, Churches, Main Post Office Distribution Centers, Technical Lab Buildings, School Auditoriums.

John will discuss converting rectangular systems to round, and provide case studies to back it up. Attendees of the general membership meeting are encouraged to come prepared with any questions they may have for John regarding Static Regain.

When:
Sunday, January 29 at 12:00 noon to 2:30 pm (the day prior to the AHR expo)

Where: Room N263, Las Vegas Convention Center, Las Vegas, NV
One complimentary registration per company for B. Thomas and Associate member companies; $75 each additional company representative.

Registration to open in November 2016.

AHR Educational Session: Development of Flat Oval Duct Reinforcement Tables - Las Vegas, NV
SPIDA will be hosting an educational session during the AHR expo. The speakers during this 30 minute session will be Stephen Idem, Ph.D., Professor of Mechanical Engineering at Tennessee Tech University, as well as SPIDA’s technical committee chair, Pat Brooks.

The seminar will describe the test method used to determine deflections of flat oval ductwork as well as present the results of a study conducted by Tennessee Tech University to correlate duct deflection as a function of duct gauge, flat span and internal static gauge pressure (both positive and negative). It will show how new flat oval reinforcement tables were created for industry use.

**AHR Expo 2017 - Las Vegas NV**
Come visit SPIDA at the 2017 AHR EXPO in booth 6309

**2017 Annual Conference - Minneapolis, MN**

The planning for 2017 SPIDA Annual Conference is well under way, and it’s shaping up great. The program committee has lots in store to ensure the 2017 conference is as resourceful and fun as the experience in Portland, OR this past spring.

**When:** May 4-7, 2017  
**Where:** Radisson Blue Hotel, 35 South Seventh Street, 55402 Minneapolis, Minnesota, USA

Similar to the Portland conference, the conference will kick off with a boat cruise, providing the opportunity to get acquainted with each other and take in some sights. During the weekend, there will be an organized group event to attend a Minnesota Twins baseball game. Also, make sure to leave time during your weekend to make a stop at the Mall of America!

**We are pleased to announce that the Keynote speaker for the conference will be SARAH SLADEK, CEO of XYZ University:**

_A core and urgent challenge organizations everywhere are facing is how to retain a skilled workforce and manage four generations - each with their own distinct values and attitudes toward work. Plus, the arrival of the Millennials (aka Gen Y), the largest and youngest workforce majority and first generation of the Post-Industrial Era, has influenced the workforce in radical ways. Using humor, pop culture references, and numerous best practices, XYZ University’s presentation demonstrates why what worked before isn't working anymore. Employee expectations and engagement behaviors have changed, turnover is on the rise, and productivity and profitability has plummeted. Discover the solutions to these challenges and proven strategies for engaging employees in this ever-evolving, multi-generational work force.

We will provide more details as they become confirmed, feel free to check in with us if you have any questions, we look forward to seeing everyone!
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