



## Spiral Duct Manufacturers Association

Summer 2015

### IN THIS ISSUE OF THE SPIDA PIPELINE:

- [Letter from the President](#)
- [Praise for Annual Meeting](#)
- [SPIDA Manufacturers' Meeting](#)
- [From the SPIDA Board](#)
- [SPIDA Membership Grows](#)
- [Opportunities with SNIPs](#)
- [New on the Website](#)
- [Future Meetings](#)

### **LETTER FROM THE PRESIDENT**

Well, summer is almost here and the winter of 2015 is finally over. I know snow and ice damage set records in New England, with many roofs collapsing, including a sheet metal shop in the Boston area. Now if it could just stop raining in Texas...

If you did not attend the Annual meeting in Fort Lauderdale this year, you really missed a good time. The program committee worked really hard setting up a meeting that everyone would enjoy. It was also nice to see that so many people brought their "significant other" down to Florida to enjoy some of the activities. It really made for a great time.

One of the highlights for me was meeting the real "RUDY", Rudy Ruettiger, whose life the movie was based upon. He talked for over an hour with some great stories and inspirational messages. I don't think there was anyone in attendance, even if they weren't a sports fan, who did not enjoy Rudy's presentation.

Another part of the meeting that I really like is the product show that we do. This is a very nice, informal way, for suppliers to show their "spiral related" products for people to see and ask questions. Thank you to all the suppliers who displayed at the meeting.

The combination of a great hotel/location, great speakers, and some fun activities like fishing and a dinner cruise made for an excellent meeting. Thanks again to the program committee for setting all of this up for us. They worked very hard on this so the members could benefit from it, and I think they hit a homerun.

Our next meeting will be Sunday January 24<sup>th</sup>, in Orlando, the day before the AHR/ASHRAE meeting. Please make your plans so you can arrive in time to attend the meeting - you won't be disappointed.



# Bill Busch

Bill Busch  
SPIDA President  
Vice President, Northeastern Sheet Metal

[See the podcast of Bill's interview with Mike McConnell, Editor of SNIPS Magazine.](#)

## **PRAISE FOR 2015 ANNUAL MEETING**

*"This was my first conference, but I was impressed with the conversation about the industry and the willingness of all individuals/companies to share how they work and to give input to help out fellow spiral members."*

*"Talking among your peers brings new ideas and thoughts to run your business."*

*"Best discussions I have had the privilege to be part of."*

*"Bouncing off ideas, chatting with others from around the country and Canada and understanding their products/approach and offerings is vital to us, ensuring our company is on the front edge of things."*



Jacob Dorfler with Rudy

From the reviews given by the people attending the 2015 Annual Meeting, the opportunity to network, share information and talk about solutions to problems is the most valuable benefit of the meeting but plenty more was on offer.

There were great speakers again this year, especially Rudy, who enthralled everyone with his story of first of how he reached his goal of playing football at Notre Dame and then of his determined efforts to have his story made into a movie. Everyone took to opportunity to meet Rudy, have him sign a photograph and have their photo taken. *"I really enjoyed listening to his story. It reminds me to never give up and to follow my dreams."*

The two speakers on current construction trends also received excellent reviews. Please see John Newland's article below for a recap of their presentations.

As always, the roundtable discussions were very popular, mainly because of the random mix of people who took part at each table. *"Gave unique perspectives from manufacturer, supplier and contractor's point of view."*

Several members took advantage of the Welcome Reception and set up a table top display. Not only were members able to mix and mingle during the reception, they were able to view products and talk to the companies who displayed.

On Saturday, a small group had a great time drift fishing, even though only one person, Brad Jenkins, managed to catch a fish.

The finale of the meeting was the luxurious dinner cruise on Saturday evening. The night was gorgeous with a full moon rising, the boat was amazing and the gentle ride along the waterways in and around Fort Lauderdale was very relaxing. "Awesome!" "One of the best things we've ever done."



The SPIDA Fishermen.



Bret Jenkins and trophy

## **CONSTRUCTION PRESENTATION RECAP**

Submitted by John Newland, Hercules Industries

Quite a bit has changed in the construction market in the past couple years. It was great listening to many of the members during this year's annual meeting in regards to their business and how things are progressing in their respective markets. It seemed as if many of the member's perspectives on the construction trends were confirmed by the presentations prepared by Clifford Brewis from Dodge Data and Analytics and Jay Bowman from FMI.



Generally speaking, they reported that construction is on an initial upswing, which is being initiated by single family and multi-family home building. These markets first showed signs of growth in 2010, which preceded the commercial growth that started in 2013. Mr. Brewis stressed that the key statistic when looking at construction growth is the unemployment rate, which has decreased in the past year. Office buildings are showing signs of growth, thanks in part to the oil and gas industry, especially in Texas, and also the financial sector that is benefiting the east coast. He stressed that there will be a big demand for data centers in the coming years as well. Hotels showed a very strong uptick, but if history repeats itself, they will also show a sharp decline to offset the temporary boom. Generally speaking, the public sector is showing signs of slower growth in comparison to the private market. Schools are showing *slow* growth, and miscellaneous public buildings are still at a low mark. Unfortunately, the ONE market that has not shown a downturn in the recent history is the highway and bridge industry. So tell me, why are we in the spiral business again?

From a general construction standpoint, the presentations (Dodge Data in particular) showed positive signs of slow, steady growth, but nothing near where the market stood in 2008. The Dodge Momentum Index, which is a measure that predicts nonresidential construction, is currently hovering around the 125 mark. As a comparison, this measure peaked in 2008 at 190. As a group, what can we do to capture more business as we see signs of improvement in the construction industry? The point of these presentations is to give our members any sort of knowledge that each representative can take back to their own companies in hopes of improving or growing their operation. As always, we are open to recommendations on any speakers that anyone has heard that would benefit our group for future meetings. I hope everyone is enjoying their summer (or wet summer should I say?)!

## **THANKS TO OUR SPONSORS**

Much of the praise for a successful summer meeting goes to the many sponsors:

**Spiral- Helix** for the Welcome Reception

**Sheet Metal Connectors** for the Friday lunch

**EastCoast CAD/CAM** and **Quote Express** for the Friday breakfast

**M&M Manufacturing** for the Saturday breakfast

**Stamped Fittings** for the refreshment breaks

**Johns Manville** and **Hercules Industries** for sponsoring one of the speakers, Jay Brewster

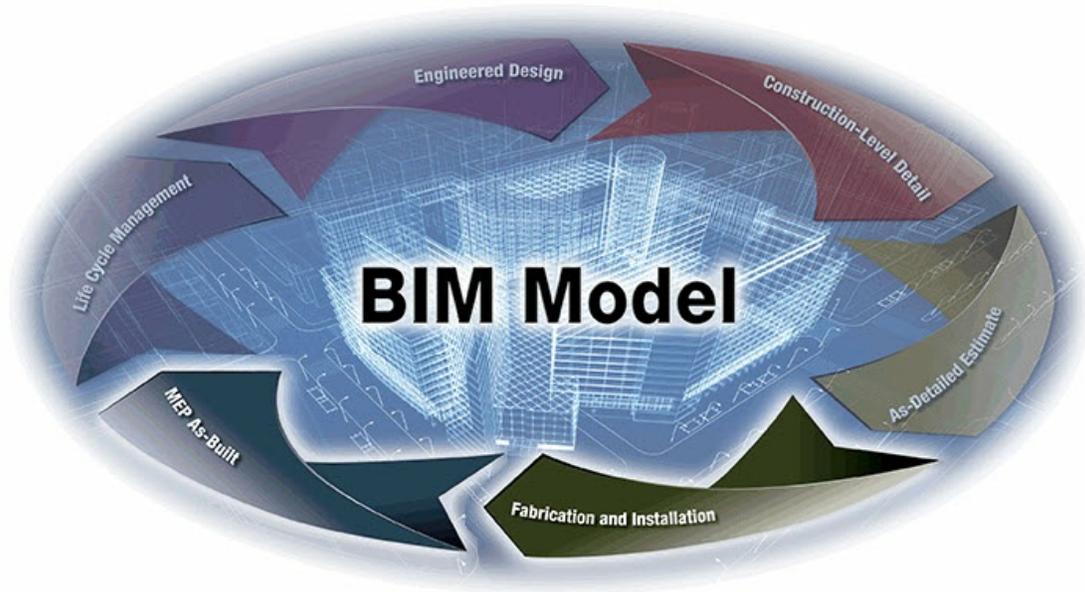
**Northeastern Sheet Metal** and **SET Duct Manufacturing** for general contributions.

## **2016 SPIDA GENERAL MEMBERSHIP MEETING**

All members are encouraged to attend SPIDA's meeting on January 24, 2016, the day before AHR Expo begins in Orlando, Florida. The meeting will begin at 11:30 am with registration and then lunch and will include the trend-setting presentation from EastCoast Cad/Cam described below. The meeting will be held at the site of AHR Expo, Orange County Convention Center.

Make plans now to attend this once a year meeting for manufacturers and suppliers to the industry. Non-member manufacturers are invited to attend.

Watch the [SPIDA website](#) for more details and the registration information.



### **BUILDING INFORMATION MODELING AND THE FABRICATOR**

In his presentation for the SPIDA Membership Meeting, Randy Swaim, Vice President of EastCoast CAD/CAM will show some real examples of the contractor's BIM process, starting with the setup for spiral duct and fittings in the CAM software with your shop standards and [SPIDA model specifications](#), and then how the CAM software usage becomes quite automated, and greatly reduces input time and increases accuracy.

The presentation will highlight the various ways that [CAM, CAD and estimating software](#) can be integrated within your fabrication workflow to take advantage of advancements in BIM interoperability:

- Utilizing engineering drawings to obtain initial cost estimate for a project
- Taking engineering drawings and using them as the starting point for creating contractor coordination and detailed drawings
- Obtain a forensic estimate of detail-contractor drawings to answer the question: *How does my as-coordinated model compare to my initial estimate?*
- Finalize detail-contractor drawings with targeted editing routines, and download them directly to the CAM software
- Customers and manufacturer reps place orders that will get priced correctly, and sent directly to CAM
- Utilize barcode tracking to oversee the job from your shop, to the trucks, and to the site
- Produce As-built drawings to meet the requirements of any project

Attendees will come away with a better understanding of how businesses who have adopted BIM into their workflow using modern technology for estimating and fabrication are seeing a substantial boost in productivity and accuracy!

### **FROM THE SPIDA BOARD**

#### **NOMINATIONS SOUGHT**

The SPIDA Nominating Committee is seeking persons to serve on the Board of Directors for the 2016-

2018 term. If you are interested in serving or know someone who would like to serve on the Board, please contact one of the members of the Nominating Committee: [Toni Sylvester](#), [Robin Stegall](#), [Jerry Liddell](#) or [Shane Nobert](#). Any member of the committee will be glad to answer questions about the responsibilities and the time commitment of serving on the Board. The election of new members to the Board will take place on Sunday, January 24 at the General Membership Meeting in Orlando.

## **SCOTT WITHEROW JOINS THE BOARD OF DIRECTORS**

Scott Witherow with Design Polymerics was appointed to the SPIDA Board in May to take the place of Mark Smith. Scott has been Vice-President of Design Polymerics for 12 years after working with other companies in the industry. In that capacity, Scott calls on and visits most of the major spiral-duct shops in the business.

Scott started his career with United McGill in Columbus, OH, as one of the first hire of mechanical engineers to staff United McGill's new sales offices that began to open in 1987. He remained with United McGill for 16 years.

When asked where he would like to see SPIDA go in the future, Scott responded: *"I see SPIDA heading in the right direction - pushing the future of duct as round/oval. I would like to see us keep going in the same direction. The work with ASHRAE and testing data will make our case stronger to the specifying engineer; and make it easier for the engineers to decline conversion of round/oval to rectangular. Growing membership will be key - having more united advocates sending the round/oval message."*

Scott has been married to his wife Ann for 20 years and has two children - Matt (16) and Paige (15). He recently retired from coaching youth sports after serving as a coach or assistant coach for 40 teams in the last 13 years. He also enjoys golfing, swimming and outside activities.

## **SPIDA MEMBERSHIP CONTINUES TO GROW**

The SPIDA membership in 2015 is expected to exceed that of last year with the current count standing at **89 member companies**. We are pleased to welcome Minton & Roberson and CoilPlus, Inc. as the newest members. **Minton & Roberson** is located in Chesapeake, VA and will be represented by Shane Stille, Vice President. **CoilPlus** will be represented by Bill Hudson, who is the General Manager of the North Carolina plant.

The SPIDA Membership Committee actively looks for potential new members for SPIDA. Robin Stegall, Chair, explains the committee's strategy: "While manufacturers are certainly a focus, we as SPIDA have benefited greatly from our associate members who are suppliers, distributors, and equipment manufacturers to the spiral duct industry. Each of us know someone who would not only benefit from being a member of SPIDA for their organization, but would also be a valuable resource for those of us who are already members. For a minimal investment, companies can gain knowledge, relationships, and technical information that will assist them in their business over the next year. We would love for you to serve on this committee which only requires a few conference calls a year, then following up on potential leads. If you cannot serve, but know of a potential member, please reach out to someone currently on this committee or to the SPIDA office, and give us their contact information."

The current committee consists of:

Robin Stegall, Chair	<a href="mailto:rstegall@hamlinco.com">rstegall@hamlinco.com</a>
Jerry Liddell	<a href="mailto:jliddell@setenterprises.com">jliddell@setenterprises.com</a>
Shaine Nobert	<a href="mailto:snobert@theeccogroup.com">snobert@theeccogroup.com</a>
Reid Boydston	<a href="mailto:reid.boydstun@spotusa.com">reid.boydstun@spotusa.com</a>
Jason Kruljac	<a href="mailto:jkruljac@ductmate.com">jkruljac@ductmate.com</a>
Ryan Barnes	<a href="mailto:ryanb@smcduct.com">ryanb@smcduct.com</a>
Randy Swaim	<a href="mailto:rswaim@eccadcam.com">rswaim@eccadcam.com</a>
Bill Busch, Ex officio	<a href="mailto:bbusch@nesmcorp.com">bbusch@nesmcorp.com</a>

With the growth in membership, SPIDA will gain more credibility in the industry for promoting the advantages of round duct and will have additional funding to put toward research and testing projects.

## **CALLING ALL WRITERS - OPPORTUNITIES IN SNIPS MAGAZINE**

## **WANTED: ARTICLES FOR SNIPS' SPECIAL SECTION ON SPIRAL DUCT**

SNIPS teams up with SPIDA each year to produce a special section on spiral duct and the Spiral Duct Manufacturers Association. The next special section will appear in the January 2016 issue, which will be distributed at the AHR Expo in Orlando, Florida.

SNIPS is looking for help with articles from members. If you have been involved in any interesting projects or have a story idea, e-mail it to editor Michael McConnell at [mcconnellm@bnpmedia.com](mailto:mcconnellm@bnpmedia.com). Priority placement of articles will be given to companies that also run a display ad in this special section. Anyone interested in contributing is asked to contact Michael McConnell as soon as possible.

**Please submit all articles and images by October 26.** Call SNIPS' editor, Michael McConnell, at (248) 244-6416 if you have any questions or need assistance.

Only SPIDA members will be offered advertising space at discounted rates in this special section. It will be a unique opportunity to promote your business to sheet metal and HVAC contractors. For rates and advertising information, contact Michael Balzano at (248) 620-5564 or e-mail to [balzanomp@bnpmedia.com](mailto:balzanomp@bnpmedia.com).

## **BE PART OF THE NEW VISION FOR SNIPS MAGAZINE**

The staff of SNIPs Magazine is in the process of redesigning the magazine and plans to start featuring a rotating column of articles submitted by some of the associations with which they are involved. SPIDA has been given the opportunity to place articles about issues important to the members; SPIDA may contribute per year 3-4 columns of approximately 650-700 words.

Articles such as these have proven to be the best way for SPIDA to gain visibility and credibility in the industry as well as attract new members. Please contact Michael McConnell at [mcconnellm@bnpmedia.com](mailto:mcconnellm@bnpmedia.com) if you have an idea for an article.

## **[NEW ON THE WEBSITE](#)**

### **2015 MEMBERSHIP LIST**

The regional listing of members on the SPIDA website has been updated to include all the new members. This list, sorted by region, is available to the public for anyone interested in contacting a manufacturer of spiral duct in their area.

The alphabetical list of SPIDA member companies with their contact information has also been updated and is available to members. [Click Here](#) to view the membership list.

Contact the SPIDA Administrative Office if any company contact information has changed or needs correcting. The next update for 2015 will take place in July.

## **[FUTURE SPIDA MEETINGS](#)**

Mark your calendars now and watch for more details.

### **2016 GENERAL MEMBERSHIP MEETING**

Sunday, January 24, 2016 at the Orange County Convention Center in Orlando, Florida. Make plans now to attend.

### **2016 ANNUAL MEETING**

The SPIDA Program Committee has already begun planning next year's Annual Meeting. Be prepared for a new and exciting format, location and fun events.