

SUMMER 2016

Spiral Duct Manufacturers Association

PIPELINE

THE SPIDA NEWSLETTER



Letter from the President

Greetings!

I hope this newsletter finds you enjoying beautiful summer weather, good health, and a lot of profitable work going on at your place of business. For many SPIDA members, the spring feeling began in Portland, Oregon for our annual meeting. The meeting met and exceeded everyone's expectations.

There are a few highlights that I would like to mention:

1. We had 6 brand new member companies who attended this year's meeting in Portland. Each one of these companies indicated not only were they glad to be a part of SPIDA, but they were glad that they had attended the meeting.

So much knowledge is gained from the presentations, the round tables, and even in the casual social settings that allow us to consider best practices in our business. These new members were also glad to participate in some of our committees going forward. ***SPIDA - It's a great investment in your company!***

2. **The Flat Oval Test Reports** - Our technical committee and board of directors had really stepped up to the plate to get this testing documented, so that we could share information with our members. The reports were favorable to growing the flat oval market. We have SMACNA and ASHRAE not only looking to utilize this information in future publications, but also considering financially backing further testing. SPIDA members get access to this type of information first, and we all know that having a strong start enables you to finish at the front of the pack.
3. We are stronger than ever in regards to informative newsletters, an improved website, social media promotions, and articles in industry publications. Our

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publications team is doing an outstanding job of not only putting information together but also brainstorming of new ideas that would bring more value to SPIDA members. This is an excellent venue for you to announce changes in personnel, new product offerings, additional locations, expansions, etc. SPIDA publications are a great place to brag about your organization, its employees, and your accomplishments. **We want to hear from you!**

4. The program committee does a great job not only in soliciting speakers that apply to our industry issues, but also speakers who will assist us in motivation for every aspect of our life. Keeping priorities straight while striving to be the best we can be at work, at home, and yes maybe even on the golf course or in my case, at the shopping mall. Portland proved to be a wonderful place for our meeting. We had a wonderful dinner cruise to kick off the event, a beautiful hotel for our meetings, really big doughnuts, too much popcorn, some wine tasting, and to close out the weekend, a wonderful buffet dinner overlooking the city that we will all now want to return to. ***Want to get a return on your investment of your SPIDA dues? Come and Participate in the meetings!***
5. Our Sponsors to the SPIDA meetings are so appreciated. Refer to your program for those who assisted in funding the annual meeting. Give them a call, or drop them a line to say thank you. Better yet, buy something from them! We help each other.

Other articles in this newsletter will be much more detailed than my highlights of the meeting. But I will tell you from the board meeting that was held on Thursday, until we left the hotel early on Sunday morning, there was an excitement and enthusiasm from SPIDA members that has not been seen in a long time, if ever. Good things are happening because of SPIDA's efforts that will enable us all to enhance our businesses. We would like your input, your involvement, your feedback. Have you heard a speaker that you think would be good for the group? Is there a technical project you would like to see SPIDA address? Is there a committee that you would be willing to invest a little time in to help grow the organization? Would you phone someone about becoming a member of SPIDA?

I look forward to seeing you in Vegas for our meeting in conjunction with ASHRAE.

Robin M. Stegall

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



Serving on the SPIDA Board of Directors

In January, 2017, the SPIDA members will elect new Directors to the Board and would welcome nominations from the membership. You can nominate yourself or someone else as long as the other person has expressed willingness to serve.

A Director is elected to serve a three year term and the Board meets three times each year, once with 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.

Anyone who is interested in serving on the Board for the years 2017 - 2019 is invited to contact the SPIDA office at info@spida.org or by calling (803) 732-5818. For more information about board service, please contact any of the members of the Nominations Committee: Bill Busch, bbusch@nesmcorp.com; Jerry Liddell, jliddell@setenterprises.com, Toni Sylvester, toni@sylvestermanagement.com; or Weldon Weeks, wweeks@mmmfg.com.

If your interest is more for the future, you are encouraged to become active in a SPIDA committee and to attend the membership meetings held in January and April.

New Director Bio

Jacob Dorfler was elected to the SPIDA Board of Directors in January 2016. He is the Outside Sales and Fabricated Project Manager/Estimator for Streimer Sheet Metal in Portland, Oregon, after years of experience as shop fabricator, field installer and CAD operator - all at Streimer Sheet Metal. In Jacob's own words: "I have fabricated it, installed it and sold it in all applications."

Streimer Sheet Metal has been an active member of SPIDA for many years and Steve Streimer was a former President. Jacob has been active on the SPIDA Program Committee and was instrumental in the success of the 2016 Annual Meeting in Portland, Oregon.

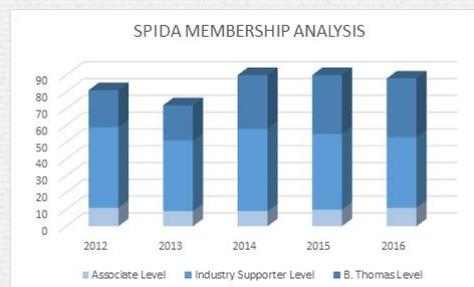
When asked where he would like to see SPIDA go in the future, Jacob responded: "To continue to spread the word about how efficient spiral duct is versus square. This is in all applications, fabrication, installation and leakage."

On a personal note, Jacob has been married to his wife Leslie for 14 years and has two daughters; Jayden 12 and Taylor 9. Sports is a very important part of the family's life as Jacob has been a youth football coach for 6 years and a high school wrestling coach for 6 years and both his girls are active in sports.



Membership Analysis

The chart represents an analysis of SPIDA membership since 2012. We are pleased to see we are already hitting 2015 numbers and its only half way through the year! We are well on our way to SPIDA President, Robin Stegall's, goal of 100 member companies. The General Membership Meeting at the AHR show in Las Vegas in early 2017 will be sure to continue the growth.



SPIDA welcome five new members:

[Linx Industries - Portsmouth, VA](#)

Linx Industries, a division of DMI Companies, is a leading manufacturer of HVAC ductwork. Previously referred to as Lindab USA, Linx is America's single source for Lindab products. Linx operates from its 80,000 ft² manufacturing hub in Portsmouth, Virginia and employs over 100 union and support staff. Linx Industries provides the construction market with residential, commercial, and industrial air distribution solutions, including registers, silencers, and chilled beams.



360 Sheet Metal - Vancouver, WA

360 Sheet Metal Products is located in Vancouver, WA just across the Columbia River from Portland, OR. The company was founded in 2009 by Joe and Beverley Martin and now employs 25 in their 25,000 square foot manufacturing and warehousing facility. 360 Sheet Metal is a full service company that offers custom fabricated duct systems, fans, GRD's and wholesale supplies. They service the Pacific Northwest commercial HVAC market.



DC Duct & Sheet Metal LLC - Washington, DC

DC Duct has been a manufacturer of sheet metal roofing products since 1981 and began manufacturing spiral round and oval duct in 2015. They are located in Mt. Rainier, MD just outside of Washington DC. The company was founded by Mike and Gary Porter and Rick Brigham, and now employs approximately 40 people in their 12,000 square foot manufacturing facility. DC Duct services the Washington DC / Baltimore metro area and the Mid-Atlantic.



Gillette Air Conditioning - San Antonio, TX

Gillette Air Conditioning was founded by Vincent Gillette, Sr and continues to be a family owned and operated business. The company started in 1959 with one truck and now has a 22,000 square foot fabrication and a fleet of trucks. Based in San Antonio, Gillette now employs 145 people. They service the industrial, commercial and residential markets HVAC markets and also specialize in boiler and chiller repair. Gillette services the San Antonio/Austin and South Valley markets of Texas.



Spiral Fittings - Georgetown, SC

Spiral Fittings was originally founded in Stover, MO by Don Moodie, the original founder of Semco in 1978. The company was relocated to Andrews, SC in 1990 and is currently relocating to a larger facility in nearby Georgetown, SC. They remain a family owned company. Spiral Fittings manufactures spun taps, bellmouths, reducers and other fittings for the round spiral duct industry. Their eastern South Carolina facility services spiral manufacturers and contractors throughout the United States.



Member News

Third Generation Takes the Reins at Hamlin Sheet Metal

Garner N.C. based Hamlin Sheet Metal was founded in 1954 by William F. "Fred" Hamlin to manufacture commercial air handling duct. Hamlin Sheet Metal became the first division of The Hamlin Companies that now include Hamlin Roofing, Hamlin Fabricated Metals, and Ultratech Industries.



Recently William "Will" F. Hamlin III and his sister Katherine Anne Hamlin officially assumed the leadership of The Hamlin Companies. Upon his retirement William "Bill" F. Hamlin Jr. praised his father's vision, thanked the hundreds of loyal Hamlin Company employees who have helped to make the company successful for over 60 years and challenged Will and Katherine Anne to continue the legacy.

Hamlin Sheet Metal duct is sold through manufacturer's representatives under Hamlin Duct and Turnkey Duct Systems. Robin Stegall, current president of SPIDA, is the Director of Sales.

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.

SPIDA Annual Conference Recap

SPIDA's 2016 Annual conference in Portland, OR was a huge success. The conference took place at the Portland Marriott downtown waterfront, from April 21-24. The conference was one of the largest ever; we saw many familiar faces and many new ones.



The conference kicked off with a terrific boat Dinner cruise up and down the Willamette River. Attending SPIDA members not only enjoyed a delicious three course meal, they were also treated to a live performance by SPIDA's very own President.



During the busy schedule of events, SPIDA members were treated to a guest speaker, Greg Bell, who spoke about "Watering the Bamboo". Water The Bamboo® is a metaphor for individual and team success. When giant timber bamboo grows, it will rocket up an astonishing 90 feet in only 60 days, but not until at least three years of watering. In 21 steps, this timely book helps individuals and teams refocus on their core values and mission to achieve long-term success.



SPIDA annual conferences attendees not only walked away feeling newly motivated, but also with a copy of Greg's book: Water the Bamboo - Unleashing the Power of Teams and Individuals.



During the course of the conference, SPIDA committee chairs updated the members about the status of projects and focus of the respective committees. Technical Committee chair, Pat Brooks, presented details of the initial findings of the highly anticipated Flat Oval Study. The summary report correlates duct deflection as a function of duct gauge, flat span, and internal pressure.

The day of presentations and speakers was closed off with a period of round table discussions. Topics for the discussions included: Shop Floor, Wage Equalization, Insulation, and more. Throughout the day of speaking and presentations, attendees saw no shortage of delicious food, as well as unique snacks and treats, including some wild creations from Voodoo Doughnuts.

Saturday provided the option to attend a Winery tour, which consisted of two boutique wineries just on the outskirts of town. Tour goers sampled a total of nearly ten of Oregon's finest wines, and of course kept their stomachs full with a selection of cheese, sausage, and chocolate.

The conference ended off with a dinner high above the city, at the Portland City Grill, complete with Spectacular views of the Portland City Skyline.

All in all, the Portland Annual Conference was a success. It provided many networking opportunities, and left attendees feeling motivated and educated to grow their businesses. We look forward to seeing everyone in Minneapolis next year, stay tuned for details as we begin planning.



Flat Oval Testing Summary

The use of flat oval ducts is advantageous in applications where space limitations do not allow the installation of round ducts. Likewise, flat oval ducts experience lower pressure losses at a given flow rate when compared to a rectangular duct of the same cross sectional area. Due to their design, rectangular and flat oval ducts are susceptible to excessive deflections when exposed to substantial positive or negative static pressures. This is amplified when large flat spans are used on either one.

Current recommendations related to flat oval duct reinforcement are available in the SMACNA HVAC Duct Construction Standards Metal and Flexible (2005). These standards are based on data obtained for rectangular ducts. The standard only specifies one gauge for each particular major dimension. The goal of the SPIDA Flat Oval Study is to develop reinforcement tables for flat oval ducts, correlating the deflection to variables such as gauge, flat span, and internal pressures (both positive and negative). The reinforcing tables produced in the study will provide guidance to engineers and designers with regards to requirements of reinforcement for specific applications.

Test Report 12-572(2013) includes raw deflection data for 12 foot flat oval sections including gauges 18 through 26, as well as flat spans of 6" to 63". The maximum deflection were reported for a pressure range of -6.0 in. WG to 10.0 in. WG. Tennessee Tech University (TTU) studied the results of the SPIDA Test Report: 12-572 from Texas A&M University (TAMU), Texas Engineering Experiment Stations "Spiral Flat-Oval Duct Deflection Testing", to correlate duct deflection as a function of duct gauge, flat span, and internal static gage pressure (both positive and negative) for unreinforced flat oval spiral ducts.



In addition to the original scope, the study was extended to analyze raw deflection data for externally/internally reinforced flat oval spiral ducts having minor dimensions of 16 in. Only those cases for which sufficient data was available were analyzed. These additional cases included:

1. Ducts with T-25 (Dura Flange) transverse connectors spaced 12 ft. apart - positive and negative pressure
2. Ducts with trapeze external reinforcement spaced 6 ft. apart - positive pressure
3. Ducts with attached reinforcement spaced 3 ft. apart - positive pressure
4. Ducts with internal tie rods spaced 6 ft. apart - positive pressure.

A power curve-fit equation was used to correlate the data, which correlated fairly well. The resultant equations were used to create Flat Oval Deflection Tables for each of the reinforcement types tested as well as unreinforced. The tables have been made available to Brad Thomas level SPIDA members.

There is additional testing and financing that would be required to obtain the data needed to create the equation and tables for other flat oval gauge/reinforcement combinations. TTU proposed to develop these additional reinforcement tables for spiral flat oval ducts similar to those created from the analysis of data from the Test Report: 12-572 from (TAMU) and those currently available for rectangular ducts in the SMACNA HVAC Duct Construction Standards Metal and Flexible (2005). They would also develop a nonlinear finite element model of flat oval duct in ANSYS (a computer-aided engineering software including finite element simulation for structural analysis) to predict duct deformations at various pressures for the specific cases described in this proposal. SPIDA is currently looking for partners and funding to extend the study and to include the Finite element Analysis.

SPIDA is pleased with the results of the original scope of the Flat Oval Study, which was based on reinforced spiral flat oval duct. During the study, it was apparent that the scope of research could be extensively expanded to include several configurations of internal and external reinforcement. SPIDA is currently in communication with SMACNA (Sheet Metal and Air Conditioning Contractors' National Association) with regards to having the tables from this study included in the next printing of the SMACNA Duct construction Manual. The flat oval duct reinforcement tables are currently available at no cost to SPIDA Brad Thomas members, and at a nominal fee for other levels of SPIDA membership as well as the engineering community.

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>

2017 General Membership Meeting

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

Where: Las Vegas Convention Center, Las Vegas, NV
One complimentary registration per company;
\$75 each additional company representative.

Registration to open in November, 2016.



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