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## Sheet Metal Pipe and Duct Manufacturers Association

Spring 2015

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### LETTER FROM THE PRESIDENT

Welcome to spring? I hope everyone survived one of the worst winters in history. New England set all time records with over ten feet of snow in some areas, which caused some major structural problems for roofs around the area. The Boston area had over 100 major roof collapses including Lowes, K-Mart, and even a sheet metal contractor in the area. Does anyone want to buy some slightly used fabrication equipment with a little snow damage?



I just want to take time to thank everybody who volunteers and puts effort into the SPIDA organization. We all are busy and helping SPIDA grow and improve is greatly appreciated. The board and committee members do a great job for SPIDA. We are always looking for new members to participate on one of our committees, please come and join.

The Program Committee has put together a really exciting educational seminar on May 1<sup>st</sup> and 2<sup>nd</sup> in Fort Lauderdale. Our special guest speaker is the real Rudy Ruettiger, upon whom the movie "RUDY" was based. Come to Florida and meet Rudy, along with a full weekend of activities planned. You won't be disappointed.

Thanks again for being a member of SPIDA. We have reached a new high in membership again this year due to hard work and a great recruiting effort. I hope everyone has a prosperous year.

*Bill Busch*

Bill Busch  
SPIDA President  
Vice President, Northeastern Sheet Metal



## Explore your Sunny Side in Fort Lauderdale!

2015 SPIDA ANNUAL MEETING

May 1 & 2, 2015

Sonesta Fort Lauderdale Hotel

Fort Lauderdale, Florida

23 miles of beaches and 300-plus miles of Intracoastal Waterway and navigable inland canals make Greater Fort Lauderdale the "Venice of America". The epitome of beach chic style, its refreshingly low-keyed friendliness appeals to all walks of life.



Fort Lauderdale is a family-friendly experience full of natural wonders, seasonal getaways, shopping excursions, and experiences sure to delight the five senses - and then some. The arts and culture scene includes art districts, festivals, and a county-wide \$100 million art in public spaces program.

And the Sonesta Fort Lauderdale Hotel is right on the beach and at the heart of all the shopping, sightseeing and exploring.



**[REGISTER NOW!](#)**

## [MEMBER NEWS](#)

### **Armacell acquires the business of Industrial Thermo Polymers Limited (ITP) - a leading Canadian manufacturer of extruded polyethylene (PE) foam products**

Mebane, NC - March 4, 2015 - Armacell, a leader in flexible insulation foams for the equipment insulation market and a leading provider of engineered foams, has signed a purchase agreement for the business of Industrial Thermo Polymers Limited (ITP), a leading manufacturer of extruded polyethylene foam products in North America. This transaction significantly strengthens Armacell's market position and footprint in North America - especially in the pipe insulation business. This acquisition reflects another step in the continuation of Armacell's internationalization and growth strategy. Furthermore, it firmly establishes Armacell in the new market segments of water toys and backer rods. The closing expected mid-March.

"All of the product segments that ITP is active in - such as pipe insulation, backer rods and water toys - exhibit strong growth rates. The predicted rebound of the overall US construction market and the strengthening of the US dollar, which both have a significant impact on the company's sales, make ITP an attractive investment for us", explains Patrick Mathieu, CEO of Armacell International S.A. "ITP possesses decades of technology know-how in the production of extruded polyethylene tubes and profiles. We are looking forward to having such an experienced team on board."

"In Armacell ITP has found a successor with a global growth strategy, where it can leverage the production capabilities, specifically polyethylene extrusion, and know-how developed at ITP over the past 35 years," says Steve Hartman, President of Industrial Thermo Polymers Ltd. "ITP also offers Armacell a strategic foothold in the Canadian market place. I am excited and confident that it will build on what we have created and be a great home for our people."

ITP, which was founded in 1980 and maintains headquarters in Ontario, Canada, is a leading manufacturer of extruded polyethylene foam products in North America. Under the brand name Tundra, ITP manufactures products in a broad range of markets, including standard and self-sealing pipe Insulation, insulating foam filler and water toys. In addition, ITP is also North America's foremost manufacturer of sealant joint backer rod products for the waterproofing industry. In 2014, it generated revenue of approx. C\$ 30 million.

### **MiTek Acquires M&M Manufacturing Company**

**CHESTERFIELD, MO** - February 24, 2015 - [MiTek Industries, Inc.](#) (MiTek®) - a diversified, global business supplying a wide range of engineered products, proprietary design software, and automated equipment sold into the broad construction and industrial end markets - announced today that it has acquired [M&M Manufacturing](#), Fort Worth, Texas.

M&M Manufacturing is one of the country's largest producers of sheet metal products, primarily servicing the air distribution and ventilation market. M&M provides a comprehensive range of round, rectangular, oval and spiral ductwork, fittings and accessories for residential and commercial construction. MiTek is a subsidiary of Warren Buffett's [Berkshire Hathaway Inc.](#)

"The M&M Manufacturing name stands for quality, service and reliability throughout the Southwest," stated Tom Manenti, Chairman and CEO of MiTek. "They earn their customers' business every day based on their integrity and a commitment to excellence-two things we value highly." "We are excited to have Rob Felton and his leadership team continue leading and growing this outstanding business," Manenti commented.

Rob Felton, CEO of [M&M Manufacturing](#) added, "We are thrilled to become a part of the MiTek and

Berkshire Hathaway family. MiTek's vision, values, and focus on people are a perfect fit for M&M. With the strength and support of MiTek and Berkshire behind us, we plan to continue to grow the business through a series of strategic initiatives and capital investments. We couldn't be happier with the outcome."

M&M was founded by the Stepp family in Fort Worth, Texas in 1958. From humble beginnings as a small sheet metal shop, the company has grown to become one of the largest HVAC ductwork and product manufacturers in the United States, with 6 manufacturing facilities producing more than 9,000 different products and employing nearly 800 team members.

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## [NEW ON THE WEBSITE](#)

### **General Membership Meeting Presentations**

In January, SPIDA members heard from two excellent speakers, Stephen Burton and Bob Reid. Stephen, an attorney with Felhaber Larson, talked about "**When Customers Collude in the Marketplace**". His presentation involved a discussion of the legal issues that are in play when customers enter into agreements with one another concerning pricing, and he answered many member questions relating to the purchase of a product in the marketplace. His presentation is available on the Members Only section of the SPIDA website.

The second speaker was Bob Reid, SPIDA's Technical Director. Bob's talk, titled "**Spiral Duct Systems - Show Me the Money**", addressed the lack of hard information to answer such questions as: Which will leak less, a gore-locked 90-degree elbow or an adjustable elbow? He went on to explain how SPIDA members can present their performance economically without relying on expensive studies and can create a tidal wave of data that can change the way duct is made. Bob's presentation is also available in the Members Only section of the SPIDA website.

### **2015 Membership listing**

All new and renewed SPIDA members as of March 31, 2015 were posted on the SPIDA website. The list is available under the website's "Find a Member" link and is sorted by the region of the country. Analytics performed on the website indicate the "Find a Member" link receives the greatest number of hits and visitors spend the most time there. The online membership list is proving a valuable benefit to members.

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