



Industry Reporter

WINTER 2022



SMACNA SoCal Annual Dinner Dance & Halloween Party

Southland Industries: Intuit Dome

FORGING AHEAD IN 2022

Welcome to a new year—2022 is here, and we are looking forward to a bright 12 months ahead for our members and the sheet metal industry. It was great to finally gather in person for the first time in close to two years when we met in Hawaii for the SMACNA National Convention. It was refreshing to network and see everyone in person, and it was a stark reminder of how, until the past two years, we tended to take these gatherings for granted. I trust the information and speakers were useful and that the information presented helped you in your business and personal life. I certainly enjoyed the motivation and cyber security topics. The motivation topics helped me better understand and appreciate life, and information about cyber security helped me recognize areas where the IT network needed strengthening.

Looking ahead, SMACNA Southern California has a number of events planned for 2022. We are looking forward to planning safe and valuable opportunities for members to get together, and we encourage everyone to participate. These events are noted below with locations and dates. Watch your emails for additional details and information to register.

- Sweethearts Ball at The Montage, Laguna Beach – February 19, 2022
- Semi-annual Membership Meeting/Luncheon at The Ranch, Anaheim – April 6, 2022
- CAL SMACNA 56th Annual Convention at Grand Hyatt Kauai Resort & Spa, Kauai HI – April 20-23, 2022
- Angel Game Night at Angel Stadium – May 7, 2022



By / Hector Vargas, SMACNA-SoCal President

- SMACNA Southern California Friends of the Industry Golf Tournament at Friendly Hills Country Club, Whittier – June 20, 2022.

It has been a trying time in many ways for our members and industry. Simply being unable to engage in face-to-face events has presented challenges in maintaining motivation and connection, yet our membership has shown resilience, tenacity, and ingenuity in getting through this unusual time. As we move forward and the situation continues to improve, I look forward to reconnecting and building a stronger than ever association and industry together.

I look forward to seeing everyone at future events. If anyone has any questions or would like to be more involved in our events or association, please contact Kim Williams at the SMACNA Southern California office or email at kim@smacna-socal.org. I am also available to answer any questions or provide additional information you may need. You can contact me at hvargas@achmechanical.com.

Wishing you a Happy New Year! ▪

IN THIS ISSUE ...



4

SMACNA SoCal Annual Dinner Dance & Halloween Party



6

Alley-oop: Southland Industries

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DEPARTMENTS

- 2 SMACNA-SoCal Update
- 3 Meet the Board
- 8 SMACNA-SoCal News
- 8 Local 105 2021 Holiday Calendar

MEET THE BOARD: KENT D. COOPER, LOS ANGELES AIR CONDITIONING INC.

To call Kent Cooper a committed volunteer is quite an understatement. He is currently serving a two-year director term with the SMACNA SoCal board, but he has been a volunteer with the Los Angeles SMACNA board and the SMACNA SoCal board in various positions since 1992. These include serving in all executive positions, including two terms as president.

He's also served on the board of directors for CAL SMACNA in all of the executive positions, including president, and on many CAL SMACNA committees. His company, Los Angeles Air Conditioning, Inc., is a member of MCAA.

Los Angeles Air Conditioning is a commercial HVAC contractor founded in 1960. Its services include sheet metal fabrication and installation, HVAC piping, and HVAC service.

"About 65-70 percent of our work is public works, primarily education facilities, K-12, and universities," Cooper says. "We have many long-term customers, some of which we have serviced almost from the day the doors were opened."

Cooper has been in the sheet metal industry—an industry he pursued in order to make a better living—for 42 years. "My education was in biochemistry and molecular biology," he says. "It was in the sheet metal industry that I met my wife. Her father was one of the founding partners of Los Angeles Air Conditioning."

Cooper's father-in-law would often mention what the wages were for sheet metal workers and refrigeration pipe fitters, and it was double what Cooper was making in the pharmaceutical industry.

"Finally, I called him one day and asked, 'Where is that union hall where I might be able to sign up for the apprenticeship program?'" he says. He started his apprenticeship not long afterward.

Nearing the end of Cooper's apprenticeship training, the three owners of Los Angeles Air Conditioning wanted to retire. They offered stock to seven key employees, and Cooper was one of them. Today, he still runs the business with its original mandate: providing the highest quality service to customers, whether they are first time or long term, private, or public entities.

"I also believe in treating our employees the way I would like to be treated if I were in their place," Cooper says. "I once was and still am."

Over the years, the sheet metal industry has faced many successes and challenges, but nothing like the current



situation, which Cooper believes may be the greatest challenge the industry—or almost any industry—has ever faced.

"This COVID crisis has changed everything from employee retention to the supply chain," Cooper says. "Rules, laws, and employee training are continuously changing. Air conditioning equipment that used to be in stock locally now has lead times from 10 weeks to 10 months."

Technology has also revolutionized the industry—it has changed everything including the way contractors estimate and sell, the way they communicate, and the efficiency of the equipment they install.

"The biggest opportunities will come from staying on top of the changes coming our way and being ready for them," Cooper says. "SMACNA has always been instrumental in providing the latest information. It has played many important roles in my career and will continue to provide the latest information for all facets of our industry."

Negotiations with labor partners is certainly a very important part of the success equation, and this requires dedication from the negotiation committees, officers, and staff. Providing technical support and educational opportunities is also an extremely helpful service SMACNA provides to members.

Cooper feels confident that the SMACNA SoCal Board of Directors will meet every challenge that comes before it. "When Kevin O'Dorisio asked if I would join the Board some 30 years ago, I was relatively new in this business," Cooper says. "Many of my competitors served on the Board and were older, wiser, and vastly more experienced than I. I figured I might learn something from them, and it was well worth the investment."

Many Cooper has met along the way have become great friends and some are no longer with us, but all have given endlessly to the betterment of the industry.

"I am proud to have served with them, as I am proud to serve with the wonderful people currently serving our industry," Cooper says. ■



SMACNA-SoCal Annual Dinner Dance & Halloween Party



SMACNA Southern California was thrilled to welcome more than 70 guests to its Annual Dinner and Dance & Halloween Dance, the association’s largest gathering since COVID-19 restricted group sizes in 2020.

The event was held at The Langham Huntington Viennese Ballroom on October 30 and brought everyone together in the spirit of Halloween and, most importantly, reconnecting. “It was great to see everyone, although the group was much smaller than usual,” says Kim Williams, office manager for SMACNA Southern California. “This was likely due to Halloween and the kids and just coming out of COVID restrictions.”

The evening kicked off with a cocktail reception on the Viennese terrace, followed by opening remarks from SMACNA-SoCal Executive Director, Kevin O’Dorisio and SMACNA National President Angie Simon.

A delectable dinner followed, complete with mixed grill of lamb chop, filet mignon and jumbo prawns, savory jus, truffle mashed potatoes, asparagus and roasted carrots; sweet yellow corn bisque with jalapeno corn bread crumbs; trio of tomato tower with fresh ovaline mozzarella, micro cilantro, and two-tome balsamic vinaigrette; and for the grande finale, chocolate trio chocolate crème brulee, milk chocolate sphere and white chocolate macaron on blackberries.

“The food and ambiance were amazing,” Williams said. “The

people who attended commented on how lovely the venue was and how great the food was.”

Everyone who attended the dance in costume looked amazing. The costume contest was difficult to judge, but in the end, first, second, and third place winners went home with cash prizes:

- 1st place winners: Sean & Kristy McMillin of Bay Insulation (\$100)
- 2nd place winner: Ana Andrade of Los Angeles Air Conditioning (\$75)
- 3rd place winners: Denny & Jenny Cagampan of Wittler-Young Co. (\$50)

After dinner, guests mingled and danced the night away to the Erin Stevenson Band, a 90s and 2000s R&B and pop sensation that everyone enjoyed so much, SMACNA-SoCal has invited them back for the Sweethearts Ball in February 2022.

“Overall, I think everyone had a great time,” Williams said. “We look forward to seeing even more guests at our next event in February.” ▪





Alley-oop

Southland Industries Sets up for Success on the Intuit Dome Project



Photo: Far Left: Don Bolster (Piping Superintendent). Next over: Tony Medina (Sheet Metal General Foreman), Jessie Padilla (SM Foreman), Andrew Carpenter (Sr. Project Manager), Bryce Barler (Project Executive), John McCrackin (PreCon Manager). Far right Jacob Lynch (Project Manager). Credit: Southland Industries.

The Southern California division of Southland Industries has just started its scope of work on the Intuit Dome project, located in Inglewood, California. Intuit Dome is a 1.4 million square foot, 18,000-seat basketball arena and practice facility that will serve as the new home of the Los Angeles Clippers.

Southland's scope on the project will include 1.2 million pounds of duct, 15,000 lineal feet of flex duct, 42 air handling units, 350+ fan coil units, 320+ terminal units, and connection to a modular central utility plant (CUP).

"From the outset of this project, Southland has been a collaborative partner, working with the Clippers arena ownership and their design team, as well as internally with our estimating, construction, and operations teams to develop creative, cost-effective solutions that address several project challenges," says Bryce Barler, project executive for Southland Industries. "Some of the challenges include installation of large ductwork inside the roof structural system above the arena floor using a hanging scaffold and installation of 42" round underground ductwork."

The large ductwork at the arena's roof system is high off the ground, resulting in a challenging installation.

"We have developed an extensive and staggered scaffolding plan that will allow us to complete installation of both exhaust ductwork and storm drain systems around the arena before the catwalk is constructed," Barler says.

The project also challenged the team at Southland with installation of stadia under seating ducting to spectator seating as well as operation and maintenance of the modular CUP for up to a year during construction. Providing under seating ductwork is unique and repetitive, as it serves nearly all seats in the arena.

"We are also working through these challenges while facing fluctuating market conditions. This project is just getting started, and our team is working collaboratively to address all challenges early and quickly."

The traditional delivery (plan & spec) project includes partnerships with local labor and businesses and minority and disadvantaged businesses.

The partnership agreements for this project are still being

"Southland is proud and honored to be a part of this exciting project," Barler says. "Our success will be determined by thorough planning, partnership, and precision execution."

—Bryce Barler, project executive, Southland Industries



finalized, but Southland has selected partners representing each of the business types listed above.

"Southland has a long track record of delivering on local labor, local business, and MBE/DVBE goals," Barler says.

Another current and local example is the LAX ConRAC facility with a 26% SBE, 11% DVBE, and 11% small business requirement.

"Our contract for that project is approximately \$45M and we are on track to meet the diversity plan (30% SBE, 23% DVBE and 18% small business)," Barler adds. "This is a clear example of Southland's experience with these types of requirements and our dedication to supporting XBE partners."

The Intuit Dome project is scheduled for completion in 2024, in time for the 2024–2025 NBA season.

"Southland is proud and honored to be a part of this exciting project," Barler says. "Our success will be determined by thorough planning, partnership, and precision execution."

Southland Industries was founded in Long Beach, California, in 1949 and has since become one of the largest MEP building system experts in the United States. The company uses its engineering, construction, service, and energy capabilities to maximize value for clients.

Southland employs approximately 3,100 employees nationally and 350 locally at its Southern California division headquarters in Garden Grove. It specializes in commercial HVAC ductwork, hydronic piping, plumbing, controls, and service for many markets, including hospitality, healthcare, entertainment, industrial, education, and more.

Visit southlandind.com.



SMACNA-SOCAL NEWS

WAGE AND FRINGE PACKAGE EFFECTIVE JANUARY 2022

In accordance with the Collective Bargaining Agreement (CBA) effective July 1, 2021 to June 30, 2024, wage and fringe benefit package shall remain unchanged from the June 4, 2021 notice. All wages, fringes, and fund contributions shall be paid as stated on the attached notice signed by SMACNA Southern California and SMART Local 105 effective January 1, 2022. ▪

Effective January 1, 2022, the Local Union 105 - Los Angeles / Orange Empire wage and fringe package shall be as follows:

	Journeyman Wages	Foreman/Detailer	General Foreman
Hourly Taxable Wage (increase)	\$50.23	\$57.76	\$60.28
* Savings Plan (taxable)	-10%	-10%	-10%
* 401(a) Plan - Mandatory	\$1.00	\$1.00	\$1.00
* Retiree's Supplemental Health Plan (increase)	\$0.50	\$0.50	\$0.50
* Health Plan	\$10.60	\$10.60	\$10.60
* Health Reimbursement Acct. (HRA)	\$0.50	\$0.50	\$0.50
* Local Pension	\$11.82	\$11.82	\$11.82
** Local Training JATC	\$0.70	\$0.70	\$0.70
*** National Training ITI	\$0.12	\$0.12	\$0.12
*** National Pension (increase)	\$4.36	\$4.36	\$4.36
*** NEMI	\$0.03	\$0.03	\$0.03
*** SMOHIT	\$0.02	\$0.02	\$0.02
**** LMCT/FP-ACC	\$0.09	\$0.09	\$0.09
Total Wage Package:	\$79.97	\$87.50	\$90.02
**** Industry Fund	\$0.56	\$0.56	\$0.56
TOTAL:	\$80.53	\$88.06	\$90.58

The mileage rate established is fifty-six cents (\$0.56) per mile. See Zone and Subsistence.

**** WORKING DUES RATE (No Change): Effective July 1, 2021, the dues check-off rate remains at two dollars and twenty-six cents (\$2.26) per hour worked.

*, **, ***, ****, *****. Please note that there are changes on the enclosure titled, "Funds Payment and Remittance Reporting Procedure effective July 1, 2021" for information regarding remittance payable names and the remittance mailing addresses.

SMART Local 105 2022 Holidays

Holidays	LA/OE Commercial	Industrial	Bakersfield Commerical	Orange Empire Residential	LA/OE S & M	Bakersfield S & M	LA/OE Residential	Bakersfield Residential
Martin Luther King Day Monday, January 17, 2022	✓	✓	✓	✓		✓	✓	✓
President's Day Monday, February 21, 2022	✓	✓	✓	✓	✓	✓		
Good Friday Friday, April 15, 2022	✓	✓	✓					
Memorial Day Monday, May 30, 2022	✓	✓	✓	✓	✓	✓	✓	✓
Independence Day Monday, July 4	✓	✓	✓	✓	✓	✓	✓	✓
Labour Day Monday, September 5, 2022	✓	✓	✓	✓	✓	✓	✓	✓
Veteran's Day Friday, November 11, 2022	✓	✓	✓	✓	✓	✓	✓	✓
Thanksgiving Day Thursday, November 24, 2022	✓	✓	✓	✓	✓	✓	✓	✓
Friday after Thanksgiving Friday, November 25, 2022	✓	✓	✓	✓	✓	✓	✓	✓
Day Before Christmas Eve Friday, December 23, 2022		✓	✓					
Day after Christmas Day Monday, December 26, 2022		✓	✓	✓	✓	✓	✓	✓
Day after New Year's Day Monday, January 2, 2023		✓	✓	✓	✓	✓	✓	✓