

# WORKSHOPS AND SPEAKERS

Thursday, April 20, 2017  
8:00 a.m. - 10:00 a.m. Workshop 1

## “New HVAC Technologies & Products Gaining Traction in the Market”

By: **Eli Howard**  
SMACNA

In today's fast changing market, it is important for SMACNA Members to be well versed in new HVAC technologies. This workshop will look in detail at emerging products and assist CAL SMACNA members to more knowledgeably discuss and provide these new offerings to their clients.

New air distribution system materials have recently entered the US market that include pre-insulated phenolic duct, and fire-rated duct applications. VRF systems also continue to gain traction in the US market. This workshop panel will present and discuss each of these new systems and explore their growth potential in the marketplace.

The IOT (Internet of Things) is the internetworking of physical devices that is moving through the HVAC Industry at a rapid pace. How this impacts SMACNA Members and the likely market opportunities that exists will be presented.

This not to be missed panel workshop includes the following:

- Eli Howard, SMACNA – Moderator
- Tom Neal, Airflow Distribution Company
- John Pattillo, Conquest Firespray
- Ben Schlinsog, Daikin Applied



As SMACNA's Executive Director Technical Services, **Eli Howard** has the overall responsibilities of the more than 30+ SMACNA Technical and ANSI Standards related to the HVAC and Sheet Metal Industry.

He has additional responsibilities as SMACNA Liaison to include: NFPA 90A & 90B; International Code Council (ICC); Canadian Commission on Building and Fire Codes (CCBFC) Standinh; Committee on HVAC and Plumbing; Construction Specifications Institute (CSI) and International Association of Plumbing and Mechanical Officials (IAPMO).

Prior to joining SMACNA he was Manager of Technical Program Development for NEMI providing technical assistance to contractors in energy engineering and IAQ technologies. His experience also includes work with Marriott International as Mechanical Engineer for design/ construction of hotels in the United States, Hong Kong and Poland.

Eli holds a degree in Mechanical Engineering from Allegheny College.

Thursday, April 20, 2017  
10:15 a.m. - 12:15 p.m. Workshop 2

## “Succession Leadership: Securing the Future, Beating The Odds”

By: **Ron Magnus**  
FMI Corporation

Transferring ownership in an AEC company is a complex, technical and emotional undertaking. Whether it's to the next generation of leadership, a third party buyer, or your employees, succession planning can be extremely challenging. The reality is an overwhelming majority of first generation construction firms fail to successfully transition from the founders and initial leaders to the generation that follows. Painfully, the transition from 2nd to 3rd generation fares only slightly better.

Ironically, the reason for this transition success rate is rarely due to failing to identify the need (most leaders get it) or installing the right processes (construction firms love systems), it's mostly due to underestimating the time required and the lack of intentionality to address those drivers essential to successful ownership and management succession. The foundation of successful transitions is leadership planning and development. Making sure your organization understands how to attract and retain star talent, you will ensure your leadership pipeline stays full, and your organization will continue to succeed.

In this session, attendees will learn how to:

- Create strategies to develop talent and prepare your next generation for their future leadership roles
- Recognize the symptoms of an organization lacking a succession plan
- Discover the tools needed to successfully plan the ownership transition of your business
- Identify why having a leadership pipeline is important and how to create one

As Director of FMI's Center for Strategic Leadership, **Ron Magnus** is committed to a vision of transforming the worldwide construction industry by building exceptional leaders one at a time. He specializes in coaching executives and their teams to develop leadership skills through a hands-on mentoring environment.



Since joining FMI, Ron has created the Leadership Institute, which is the premier leadership development program focused on improving the quality of individual and corporate leadership for the construction industry.

Ron graduated from the U.S. Air Force Academy with a Bachelor's Degree in International Affairs. He has a Master of Arts in Religion from Liberty University and is a Wharton Fellow participant.

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**Saturday, April 22, 2017**  
**7:45 a.m. - 9:45 a.m. Workshop 3**

## “Construction Industry Technology – Accelerated Change”

**By: Josh Bone**  
JBKnowledge, Inc.

This workshop will introduce attendees to the fast paced world of construction technology. The AEC industry has traditionally been a lagger when it comes to adopting new technology, but with advancements in mobile and cloud based solutions that is rapidly changing. We will cover how technologies like augmented and virtual reality along with 3D printing, robotics, drones and much more are changing how we design and build. Join us and take a glimpse into the future of construction.

Having worked with some of the top technology leaders in the industry, **Josh Bone** specializes in identifying best practices and methodologies for integrating BIM and mobile applications into everyday workflows. Josh started his career working with design teams, then transitioned into helping construction professionals leverage technology in both the preconstruction and construction phases. Josh has served as manager, director and VP of consulting and business development at companies like Design Integrations, Inc., Graphisoft and SmartUse.



Skilled in emerging software/application options forming the future of BIM, Josh is a proven leader in the best practices and methodology for integrating technology into everyday workflows for the AEC community. Starting with (3D) coordination to generating (4D) schedules and (5D) quantities from models, Josh has delved deep into the BIM process. In addition, he's had the opportunity to share this knowledge with audiences and publications across the U.S. as a frequent professional speaker and guest editorial contributor.

Josh recently joined JBKnowledge, a technology solutions provider to the construction and insurance industries, in 2016 where he specializes in business development and consulting on preconstruction and BIM strategies and solutions.

**Saturday, April 22, 2017**  
**10:00 a.m. - 11:45 a.m.**

## Annual Business Meeting

President **Kevin Michel**, Xcel Mechanical Systems, SMACNA Southern California will open the annual business meeting followed by speakers representing CAL SMACNA. Voting will be open on the floor. CAL SMACNA delegates, please be present to vote on the 2017 Executive Committee and 2016 financial statements.



The following guest speakers will give updates on SMACNA activities.

## Annual Business Meeting (Continued)

**Joseph Lansdell** is president of SMACNA National and also president of Poynter Sheet Metal in Greenwood, Indiana.

Joseph has been actively involved in SMACNA and the industry for more than 28 years, serving as a member of: SMACNA's Board of Directors and the Executive Committee; The Legislative Committee and SMAC PAC; SFUA Article 10 panelist; Various NEMI task forces and as a NEMI trustee; The Project Management Task Force, and The Strategic Planning Task Force, to name only a few.



Locally, he is a member of the Sheet Metal Contractors Association of Central Indiana where he served as president and on the board of directors. In addition, he was the Industry Fund president and served on the INSMAC state board.

We are also honored to have SMACNA's Chief Executive Officer, **Vincent Sandusky**, who will offer our membership a national update and share the latest issues and concerns affecting SMACNA.



Vince brings to SMACNA more than 30 years of industry specific experience, most recently serving as chief executive officer of the Finishing Contractors Association (FCA). FCA represents union-signatory specialty contractors.

CAL SMACNA is again privileged to have **Deb Wyandt**, Esq., SMACNA's Executive Director of Labor Relations and Human Resources speak on recent labor law issues. Deb holds a bachelor's degree in Psychology, a master's degree in Labor and Industrial Relations and a Law degree from George Mason University and she is a member of the Virginia State Bar.



**Saturday, April 22, 2017**  
**12:00 noon - 1:00 p.m.**

## President's Luncheon Legislative Update and Awards

The President's Luncheon is the event dedicated to providing the annual legislative update and acknowledging our generous convention sponsors and award winners. Members who have the best safety records in the four man hour categories will be recognized. The Ed Banks Memorial Award for Contractor of the Year and Tom Guilfooy Memorial Craftsmanship Award will be given to those individuals who have been nominated and acclaimed by their peers for their outstanding contributions to the sheet metal industry.