



FALL 2024

Spiral Duct Manufacturers Association

PIPELINE

THE SPIDA NEWSLETTER

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Letter From The President



Dear SPIDA Members,

I hope 2024 has been a great year for all of you so far. It seems like Charleston was light years ago! Time sure "spirals" out of control when you are making spiral duct!

The board just wrapped up the fall board meeting in Las Vegas. Unfortunately, no one hit the jackpot while in Vegas and you all will be pleased to know that every board member will be returning home to fabricate more spiral duct after their trip to Vegas! However, there was time to get some work in and it was not all fun and games! The board has been hard at work looking ahead to the General Membership meeting at AHR 2025 in Orlando and starting to prepare for our Annual Meeting in Scottsdale, Arizona next spring.

Our keynote speaker in Orlando at the General Membership meeting will be former Major Leaguer and Mental Game Coach Brandon Guyer. As a baseball guy myself and one who is utilizing Brandon's Major League Mindset Program for my own travel baseball organization, I am ecstatic to listen to what he has to say. His unique philosophy to a positive mindset has been incredibly beneficial in driving and

developing a confident daily mindset. I am excited to have him as our keynote speaker at the upcoming AHR meeting.

We have a few technical projects on the horizon that we agreed to sponsor back at our annual meeting in Charleston as an organization that are starting to gain some traction and we have been updating and modernizing all of our SPIDA content as well to a sleeker and more 2024 look!

Our Programs Committee has been hard at work looking for speakers and content for our annual meeting next spring and I am anxiously awaiting to see who our keynote speaker will be in Scottsdale! I would highly encourage you all to participate and get involved in one of our committees. Being a part of a committee sets the groundwork to finding a seat at the table as a board member to help us continue to drive SPIDA into the future.

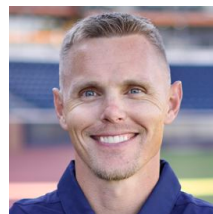
Thank you all for your support of SPIDA, your generosity, your knowledge and your expertise especially all of our board members who take time out of their hectic schedules to make SPIDA a priority and a success!

I hope to see you all at our General Membership Meeting in Orlando at AHR 2025!

Brennan Hall, SPIDA President
Director of Duct Fab Supplies & Air Distribution Products, Conklin Metal Industries

2025 General Membership Meeting

SPIDA announces the featured presenter at our AHR general membership meeting in conjunction with the AHR show in Atlanta - Brandon Guyer!



Whether it's ancient philosophers or present-day philosophers-psychologists, they all say the same thing: The ultimate purpose of life is to become the best version of yourself, in service to something bigger than yourself.

I like to put a twist on that and say the Ultimate Game in Life is to CLOSE THE GAP between who you're capable of being and who you're actually being at any given moment. Never perfectly but more and more consistently.

The key here is to help you get great clarity of two things:

- Who are you at your best? (literally name that identity).
- What are your behaviors, habits, and routines that lead to you showing up at your best? Once you can answer those two questions, then it's all about cultivating the willpower and self-discipline to do what you know is best for you, whether you FEEL like it or not.

Once you do this consistently, you notice that your highs are higher and your lows are higher. From my vantage point, what else can we ask for as human beings? Higher Highs and Higher Lows. Make your prior best your new baseline, and then level up from there!



SPIDA General Membership Meeting
Sunday, February 9, 2025 | 11:30am - 2:00pm
Orange County Convention Center | Orlando, FL

MLM

CLASS 10

WHO: FOR ATHLETES, PARENTS AND COACHES OF ALL AGES

WHAT: 8-WEEK **LIVE** ONLINE TRAINING WITH BRANDON GUYER

WHERE: **LIVE** ON ZOOM - SUNDAYS AT 7:30PM ET.

WHEN: CLASS 10 STARTS SUNDAY, DECEMBER 15TH

WHY: TO EMPOWER ATHLETES WITH A MINDSET THAT ENABLES THEM TO CONSISTENTLY SHOW UP AS THE BEST VERSION OF THEMSELVES, ON & OFF THE FIELD

MAJOR LEAGUE MINDSET
 with **BRANDON GUYER**
 7 YEAR MLB PLAYER • MENTAL STRENGTH COACH

LEARN MORE

HEAD MENTAL STRENGTH COACH FOR:

BRANDONGUYER.COM

Brandon Guyer retired in 2020 after playing MLB for 7 years. He played college baseball at the University of Virginia from 2005-2007, and is recognized as a Hall of Fame baseball player there. In 2011, Guyer made his MLB debut and hit a homerun in his first at-bat, becoming the 108th player in history to do so. After for years in Tampa, the Rays dealt Guyer to the Cleveland Indians at the trade deadline in 2016. In his three seasons in Cleveland, the Indians were AL Central Champs three times, and AL Champions in 2016.

In 2020, just a few months after retiring, Guyer founded Major League Mindset. His sole mission is to empower others with a mindset that enables them to consistently show up as the best version of themselves in all aspects of life. The Major League Mindset system is laser-focused on two core aims: cultivating resilience in handling adversity and teaching others how to develop strategic routines to enhance their performance. By embracing these and the many other principles of MLM, individuals and teams not only unlock their full potential, but also enjoy the process, and have more meaning and purpose in all that they do.

In 2023, Guyer served as the Head Mental Strength Coach for the Los Angeles Angels. Currently, he serves as the Head Mental Strength Coach for the University of Virginia baseball team and travels around the country training and speaking with athletes, organizations, and companies.

2025 Annual Meeting | Save The Date



Attendees at the SPIDA general membership meeting in Charleston, SC chose between five locations for the 2025 meeting location. Scottsdale was the overwhelming favorite. We look forward to seeing everyone in sunny Arizona.

We are also excited to introduce a **Women of SPIDA** event at next year's Annual Meeting – don't miss this new opportunity!



**SCOTTSDALE
ARIZONA**

SPIDA
Annual Meeting
The Scottsdale
Resort and Spa
May 5-7, 2025

You're invited to join the Spiral Duct Manufacturers Association in Scottsdale, AZ for our 2025 Annual Meeting! SPIDA offers a great opportunity to:

- Learn from Seminars and Round Tables with Industry Leaders
- Connect with Spiral Duct Manufacturers and Suppliers
- Enjoy a round of golf and support the Bill Bradford Memorial Scholarship fund
- And Much More!

Register At:
SPIDA.org/Scottsdale

100+ Member companies include:
Manufacturers, Contractors, Suppliers & Engineers

Join SPIDA Today!
www.SPIDA.org

@TheFutureIsSpiral **in** **Spiral Duct Manufacturers Association**

SPIDA Member News



Conklin Metal Industries

Conklin Metal Industries is celebrating 150 years of business in 2024! A fourth-generation, family owned and operated business, Conklin has grown from their original 1874 Atlanta location into servicing the entire Southeastern US and beyond from 15 warehouses, which will soon grow to 17 by the end of 2024 as they expand into the Tampa, FL and Raleigh, NC markets this December. Specializing in HVAC shop supplies, coil/sheet steel, machinery, mechanical pipe insulation and a plan and spec division they attribute their success and longevity to fostering a culture that invests in relationships, focuses on solutions and striving to do the right thing.

www.conklinmetal.com

Handy Distribution



Handy Distribution celebrated the opening of their newest location in Fort Myers in July. This location plus their Davenport, FL location services all of Florida in the HVAC and architectural metal roofing markets. They specialize galvanize sheet/coil steel for HVAC commercial market as well as painted coil/sheet steel for roofing. Founded in Lynchburg, VA in 1891, Handy Distribution now has 15 locations from Maryland to Southern Florida.



Handy Distribution (formerly N.B. Handy Company) recently revealed their new name and logo. www.nbhandy.com



Mason Road Sheet Metal

MR Sheet Metal / L&L Fabrication

MR Sheet Metal recently acquired DFW based L&L Fabrication. MR Sheet Metal is located headquartered in Houston, TX with fabrication locations in Austin and now Fort Worth.

MR Sheet Metal was begun by owner Chris Jenks in a humble 1,200 sq ft shop on Mason Road in Katy, TX. Their current Houston shop is over 200,000 sq ft; the opening of an Austin facility and the acquisition of L&L Fabrication has doubled their size. MR / L&L is one of the largest fabricators in the country specializing in spiral round, spiral oval, shop supplies, rectangular and all types of custom sheet metal fabrication. www.mrsheetmetal.com



L&L Fabrication originally began in 1956 as Lewis & Lambert. Founders Charlie Lewis and Ray Lambert opened their shop just outside of Fort Worth in Haltom City; L&L is still located on the same site. They have been a mainstay in the Dallas/Fort Worth area for 68 years. L&L has been an innovator over these many years having one of the first spiral machines in Texas, developing stabilizers of F-16 fighter jets and developing diamond head drilling bits for the oil drilling industry. Though now they are strictly a fabricator, their contracting business installed many large sheet metal projects across the country, including the original Saturn automotive plant. www.landlfab.com

New Members



Olympic Steel, founded in 1954 in Cleveland Ohio by Sol Siegel and Sam Sigel, entered the steel industry as a warehousing and steel distributor with no major processing equipment. Today, Olympic Steel is a \$2.2 billion enterprise comprised of 47 locations spread across the United States and Mexico and focusing on the direct sale and value-added processing of carbon and coated sheet, plate, and coil products; stainless steel sheet, plate, bar and coil; aluminum sheet, plate and coil; pipe, tube, bar, valves and fittings; tin plate and metal-intensive end-use products, including water treatment systems; commercial, residential and industrial venting and air filtration systems. Currently, Olympic Steel is also stocking and processing inventory to support the HVAC market in Connecticut, Pennsylvania, Illinois, Minnesota and Georgia.

The Company's more 350 pieces of equipment span from first stage metals processing, including temper passing, stretcher levelling, cutting-to-length and stamping/blanking services, to a full-range of value-added precision fabrication services, including burning and laser cutting, forming, machining, welding, painting, kitting and complete assembly.

Olympic Steel, a public company (NASDAQ: ZEUS), was recognized by Forbes in 2023 as one of America's Best Small Companies. Olympic Steel offers programs, such as scholarships for employee dependents, an annual internship for college students and leadership development, to foster ongoing engagement and attract new talent to support the future of the industry.

SPIDA Board of Directors Meeting

The SPIDA Board of Directors Meeting took place in Las Vegas, and virtually, in September. The board finalized plans for the Orlando AHR program and the 2025 Scottsdale General Membership Meeting. The board also discussed future technical projects and ways to drive increased membership and involvement.

AHR Expo • SAVE THE DATE
February 10-12, 2025 | Orlando, FL



SPIDA will be exhibiting at the AHR Expo in Orlando February 10th – 12th. Please plan on visiting our booth or better yet, volunteer for a short booth assignment and help answer technical questions from attendees, and spread the word about SPIDA. Contact James Nicholson at info@spida.org for details.

• REMINDER • New SPIDA Logo and Brochure

The new SPIDA logo and new SPIDA brochure are [downloadable here](#) (log-in required). We encourage you proudly add the SPIDA logo to all your correspondence.

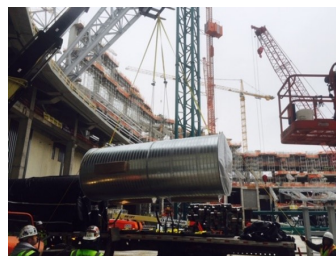


Other Important Information



Please share your member news with the organization. Has your company opened new locations, added new locations, added a key employee or other news you would like to share? Please contact James Nicholson for inclusion in future Pipeline newsletters at (972)233-9107, x221, or info@spida.org.

SPIDA needs your photos! Please send photographs of spiral duct projects of stadiums, arenas, high profile projects, etc. along with any details you would like to share (name, location, size of project in pounds, feet, etc.) to info@spida.org to be featured in upcoming Pipeline publications.



Stay up to date with the latest news and information from SPIDA on Facebook!



Allows us to reach existing and prospective members with relevant

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HTML preview

articles and publications, as well as
information regarding upcoming
conferences and meetings.

[Follow our company page here](#)

View previous announcements here: <https://spida.org/news>