

FALL 2022

Spiral Duct Manufacturers Association

PIPELINE

THE SPIDA NEWSLETTER



LETTER FROM THE PRESIDENT

Happy Fall SPIDA Members,

I am energized as I write to you after returning from our annual board meeting in Nashville, TN. We have so many great things in the works for our members and I can't wait to share it all with you at our General Membership Meeting in Atlanta on February 5th, 2023. There is too much to go through now, but here is a taste of what our committees have been up to.

I am happy to report that through the efforts of our membership committee, as well as our members networking with their colleagues, that we have over 100 members for the first time in years. More members equal more perspectives, more expertise, better speakers and enhanced educational opportunities. Keep up the good work and keep promoting SPIDA.



Our Programs Committee is hard at work securing speakers and content for our upcoming agenda including webinars, the general membership meeting, and our annual meeting in Austin, TX next April.

Our corrugated spiral research project is underway. I would like to offer a huge thank you to Tradesman Manufacturing and Set Duct for the donation of the ductwork to further our research project. Their generosity and hard work helped us to stay within budget and on time. We will have preliminary results to share with you all at the meeting in February. Steel and fuel prices are finally waning and for many of our members business is still booming. I hope you all have great things going on as well. Thank you all for your support of SPIDA and your generosity with your knowledge and expertise. I hope to see you all at our General Membership Meeting, and don't forget to bring a colleague.

Technical Committee - Corrugated Duct Testing

SPIDA would like to thank Set Duct Manufacturing and Tradesman Manufacturing for providing the spiral duct, couplings, and end caps for our upcoming corrugation testing. Jerry Liddell of Set Duct (8" diameter – 42" diameter) and Alvin Dueck (4" diameter – 6" diameter) of Tradesman coordinated this generous donation.

SET DUCT
MANUFACTURING

An Ecarg S'drol Company

TRADESMAN
MANUFACTURING
A DIVISION OF HENKELY HOLDINGS LTD.

SPIDA, in conjunction with Tennessee Tech University, will be testing and researching corrugated spiral duct under negative pressure. SPIDA's goal is to create a table that will define the maximum negative operating pressure and collapse pressure of commonly stocked spiral duct sizes and gauges. The negative pressure capacity will be generated for both corrugated and standard spiral duct sizes and gauges. Testing is scheduled to begin this fall.

2023 AHR Expo | Atlanta



Save the date! SPIDA looks forward to seeing you at the 2023 AHR Expo in Atlanta. Plan on attending our general membership meeting on Sunday February 5th and visiting our booth. >>>[More details to follow...](#)

SPIDA 2022 Annual Meeting San Diego, CA

The 2022 SPIDA annual meeting took place in San Diego and in Orange County at Omni Duct's Buena Park facility.

Omni Duct and the HVAC Duct Manufacturers Alliance sponsored transportation, a plant tour and lunch at their Buena Park, CA facility to kick off two days of events. Bob Brumleu and Mark Adair welcomed our group of over 60. They spoke to us about the importance of empowering employees and a having leadership that creates this environment. Bob and Mark discussed many examples of how employee input resulted

in improved quality, improved service and lower cost. Empowering employees is a large part of Omni Duct's growth from 28 to over 200 employees. They also discussed the benefits of lean manufacturing, a core philosophy of both Omni Duct and the HVAC Duct Manufacturers Alliance.



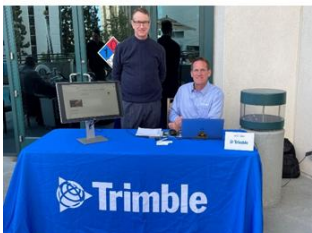
At the conclusion of the presentation and lunch, we were given a tour of their manufacturing plant, with an emphasis on how each employee was focused on efficiency and safety. From order processing, material handling, manufacturing, to shipping/receiving, every employee was focused on lean manufacturing and continuous improvement.



SPIDA would like to thank Omni Duct and the HVAC Duct Manufactures Alliance for

their generous support of this event.

The Kick Off Reception and Vendor Displays took place later that evening at the Westin Downtown San Diego. The reception was made possible by our Diamond Sponsor – Owens Corning, Gold Sponsors – Ductmate Industries, Johns Manville, Vicon, and Spiral Fitting and numerous Silver, Bronze and SPIDA Friend sponsors. Drinks and food were catered and provided attendees a forum to meet or catch up with manufacturers and vendors from across the United States and Canada with the San Diego skyline as a backdrop.



SPIDA president Ryan Barnes, Sheet Metal Connectors, welcomed the membership to the meeting portion of the program. Ryan opened the meeting by recognizing Agustin Hernandez for Owens Corning's 2022 Diamond Sponsorship.

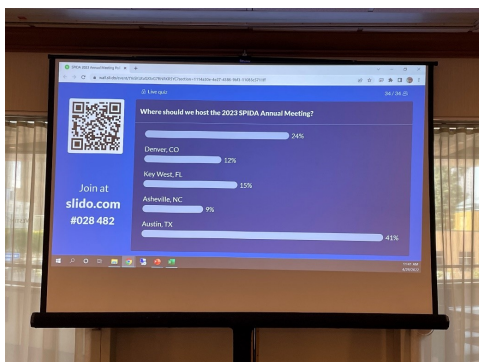
The keynote speaker, George Hedley owner of Hardhat Bizcoach, was our first presenter. Mr. Hadley was named "Entrepreneur of the Year" for growing his commercial construction company to \$50 million in 7 years and was recently awarded

Coach of the Year by the Professional Business Coaches Alliance. His presentation discussed how to set up a blueprint for being successful, differentiating your business, creating scorecards to track finances and cost, target customer tracking, value selling and maximizing profits. Mr. Hedley's presentations and publications can be found at www.hardhatpresenations.com and his books are available on Amazon.



This years' educational presentation was The Science of Mental Health – Change Your Brain, Change Your Business by Dr. Jesse Payne. Dr. Payne's work includes brain research, human resources and business leadership. He is the author of four books and has had many roles including: University Professor, Director of Undergraduate Education, Director of Human Resources, and Business Consultant. Dr. Payne informative and engaging presentation covered the various types of “brains in business” and how to identify them and strategies for the best way to interact with individual brain types. Dr. Payne's publications can be found on Amazon.

Graham Johnson, representing Omni Duct and HVAC Duct Manufacturers Alliance, presented on Lean Manufacturing. Omni Duct has been an industry leader in this concept for many years. Graham focused on how to reduce waste and empowering everyone in a company to look for waste – to develop “Lean Eyes.” He went through examples of ways to reduce waste in transportation, inventory, motion, waiting, over production, over processing, defects, and unused potential. His Continuous Improvement plan emphasized identifying waste, working daily to reduce waste, keeping it simple and importantly “embracing the geniuses around you.” The presentation was well received by the membership with a lot of questions and even more note taking. Information the alliance can be found at: <https://www.hvacdma.com/>



<<< Past president and Programs Chairperson, Robin Stegall of Hamlin Metals, polled the attendees regarding next years' meeting venue. We will see everyone in Austin, TX in 2023!

Our meetings wrapped up with the annual Round Table Discussions. This years' topics were: Steel Supply and Pricing, Trained Labor Shortages, Insulated Duct Strategies,

Freight Issues, and Prefabricated Duct. Many industry leaders with decades of experience shared their insights, experiences, and strategies on these topics. Be sure to join our Austin meeting to gain their valuable insight.

At the conclusion of the SPIDA meetings, our group met for a dinner cruise of the San Diego harbor. A great time was had by all.



Some SPIDA members opted to stay Saturday and enjoy an extra day (or weekend) San Diego. SPIDA arranged optional events with opportunities for golfing at Torrey Pines, touring the USS Midway or going to the world-famous San Diego Zoo.



We look forward to seeing everyone at the Atlanta AHR Expo and in Austin, TX for the next scheduled meetings!

Ted Talks: Interest Rates and Unemployment

Written by: Ted Poulos



Over the last three years, we have been navigating through uncharted waters – personally and professionally. These experiences have taught us many lessons about life and business. We have dealt with inflation, increased interest rates, a constrained supply chain, a global shipping crisis, and low unemployment rates, all of which have dramatically impacted our businesses. It's safe to say that no matter where you exist in the value chain, you've most likely experienced some disruption over the last few years.

I want to highlight two of these pain points – rising interest rates and low unemployment, and how they relate to HVAC fabrication. Inflation has dramatically increased the working capital needed to build and maintain a fabrication facility. These increases have made it difficult for new and expanding businesses to source the capital required to support business activity and growth initiatives. Inflation has also made it especially challenging for business owners who have been awarded projects and are held accountable for bids submitted in a less volatile market. Thus, forcing many businesses to make difficult decisions that relate directly to their firm's profitability. Additionally, sourcing skilled labor to operate complex machinery presents a challenge, as the supply of labor has dramatically decreased over the last two years. Subsequently, as unemployment rates have declined, wage expenses have had an inverse effect and have increased by over 13% since 2020. These labor-related challenges make it more difficult and costly to manufacture duct work using traditional methods, which have proven to be more labor intensive.

As we continue to evolve and push forward with these challenges, business owners and operators must look for ways to increase technology, thus, becoming less labor-dependent while maximizing product output. As a VP of Sales and Operations at NB Handy, I work with our team regularly, looking for ways to help our customers achieve these goals. We focus on adding value to the customer relationship by attempting to understand our customer's pain points and offer solutions that assist them in accomplishing their financial goals. Therefore, we often find ourselves looking for alternative solutions to help our customers reduce expenses to remain profitable. As a result, we often recommend spiral pipe to solve many of today's financial challenges. Let's highlight a few reasons why one would consider spiral pipe over rectangular duct in a discretionary application:

1. A modern-day spiral machine can produce a 10' (Length) x 12" (diameter) section of spiral pipe every 20 seconds using one operator. When fabricating rectangular ductwork, it would take two coil lines and two operators to achieve the same throughput rate.
2. The average spiral machine costs approximately 80% less than a Full Coil line, which frees up capital for other investing activities.
3. A spiral machine takes up approximately 162 sq/ft vs. 1,380 sq/ft for a Full Coil Line.

Spiral pipe as a rectangular duct substitute reduces expenses throughout the entire

value chain. Fabricators will spend less manufacturing spiral pipe, contractors will spend less installing spiral pipe, and end users will enjoy a more sustainable ductwork option that is quieter, more visually appealing, and easier to maintain. As we compete into many of the modern-day headwinds, we must look for ways to reinvent and modernize the way we conduct business, thus avoiding Albert Einstein's definition of insanity, "doing the same thing over and over again and expecting different results."

Ted Poulos is Vice President of Sales & Operations for Lynchburg, VA based N.B.

Handy Company. N.B. Handy has 16 distribution and manufacturing facilities located from Maryland to Florida. Ted is based in the Greensboro, NC area.



SPIDA Star • Scott Witherow



Scott Witherow, Vice President of Design Polymeric, has been an active member of SPIDA for the past 12 years and on the board of directors for the past 7 years. Scott chairs the Publications Committee and is part of the membership committee. He publishes the Pipeline newsletter, organizes the annual *Snips* magazine SPIDA edition, and acts as the liaison with *Snips*.

Scott began his career with spiral duct manufacturer United McGill in Columbus, OH. A recent graduate of The Ohio State University, he was hired as their first sales engineer. Soon after he opened their Houston sales office where he managed the Houston through New Orleans markets for both spiral and rectangular

duct. Scott returned to Columbus after 8 years in Texas, becoming general manager of McGill AirSeal, the sealant and adhesive division of United McGill. After a brief stint as U.S. national sales manager for Kinetics Noise Control, he returned to the industry 20 years ago as Vice President of Design Polymeric.

Scott and his Big Ten family reside in Columbus. In his spare time, he is an avid golfer, swimmer, kayaker and enjoys non-work related travel.

Member News

Robin Stegall joins HVAC DMA

The HVAC Duct Manufacturers Alliance and Manufacturing Solutions are proud to announce Robin Stegall has joined their sales team. While Robin is still maintaining her position as sales manager at Hamlin Sheet Metal, she will now be representing the value of lean manufacturing through working with the HVAC Duct Manufacturers Alliance. She is also working to promote the complete ERP system called Manufacturing Solutions. This program enables you to work with a system designed by duct fabricators for duct fabricators. Sheet metal estimation and production software that avoids multiple entry, and best manage your jobs, by streamlining the duct manufacturers process from estimation to fabrication to invoice.



Meridian Adhesives Group Acquires Design Polymerics



Meridian Adhesives Group (Meridian) announced the acquisition of Design Polymerics, a manufacturer of high-performance sealants, adhesives, insulation mastics and indoor air quality products.

Design Polymerics was acquired by Lyle Davis in 1993, and the company has grown steadily over the past three decades. Through the company's dynamic product line, commitment to sustainability, technical expertise and close partnerships with its customers, Design Polymerics has become a leader in the HVAC, Insulation and Indoor Air Quality industries.

"We are very excited about joining the Meridian team," says Davis. "We believe Design Polymerics found the perfect partner to continue its growth and technical experience in our industry. We look forward to implementing manufacturing capabilities throughout the United States to better serve our customers while introducing new, innovative products to remain a leader in the HVAC, Insulation and IAQ industries." Design Polymerics will join Meridian's Industrial Product Assembly Division alongside American Sealants, Inc.

"We are thrilled to have Design Polymerics join the Industrial Product Assembly Division of Meridian," says Andrew Zarembo, President of the division. "We are looking forward to adding their proven product line to our portfolio and extending our reach into the HVAC market through Design Polymerics' reputation as an industry leader in this space."

This addition brings Meridian's portfolio to 17 acquisitions and comes a day after American Securities' announcement of the acquisition of Meridian from Arsenal Capital Partners. "Design Polymerics is an excellent addition to our portfolio," says Daniel Pelton, CEO of Meridian. "Management has built a solid adhesives company with a proven track record in the HVAC market, and I am excited to have Design Polymerics on board as we extend the Meridian footprint into new markets. This is the first of a new series of acquisitions to come with our new ownership American Securities, and we are thankful for their support as we continue to aggressively advance in the adhesives market."

Brewers at 4001 Yancy | Installation by Eastern Sheet Metal



Eastern Sheet Metal provided the exposed spiral duct for the Brewers at 4001 Yancy project in Charlotte, NC. Gastonia Sheet Metal installed the duct for this building that houses several local breweries.

Chris Proffitt, senior production manager of Eastern Sheet Metal, worked closely with the sales representatives, general contractor and building owners to give the duct an artisanal and rustic feel they required. They chose not to paint the ductwork even though it was in a very exposed application which brought some inherent challenges because of the ductwork being galvanized. "Anyone who has built with galvanized ductwork before knows that it is used primarily in concealed applications and that there can be material appearance variances from coil to coil when sourcing metal. We had to hand pick and choose specific coils that not only were a duller visual appearance for galvanized, but also had the struggle of color matching for aesthetic purposes as well. In the end seeing the product hanging and how good it looks in the space I'll say it definitely made the headache and extra footwork all worthwhile."



SPIDA Needs Your Photos!

Please send photographs of spiral duct projects of stadiums, arenas, high profile project, etc. along with any details you would like to share (name, location, size of project in pounds, feet, etc.) to switherow@designpoly.com and info@spida.org for upcoming Pipeline publications.

Member News



Add your story here! 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 Scott Witherow for inclusion in future Pipeline Newsletters at 614-657-

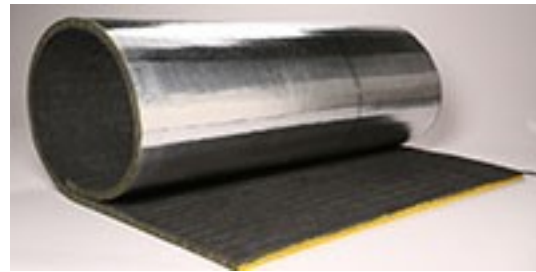
SPIDA in Snips - Call for Articles

Snips magazine needs your articles for the annual **SPIDA** special edition. This is an excellent opportunity to promote your company, products and projects. Contact Scott Witherow (switherow@designpoly.com or 614-657-8581) for assistance coordinating with the editorial staff at *Snips*. Act soon! *Here are last years' articles:*



Personnel-First Spiral Duct: The MKT Way

No matter what machinery or processes are offered by a manufacturer; the real effort comes from personnel.



Optimizing Spiral Duct Performance with Insulation

A designer's goals for thermal and acoustical control lead to different choices within spiral duct offerings.



Duct Fabrication Key to New Texas Rangers Stadium

Spiral Pipe of Texas built ductwork for Texas Ranger's new stadium, used in the 2020 World Series.



Self-Sealing Round Duct Connector Used in New UBS Arena

In total, the new UBS Arena utilizes 643 Spiralmate® and Ventmate connector systems and 752 2" inner rings.



Top 5 Considerations When Using Exposed Spiral

Here are the questions Hennemuth Metal Fabricators set out to answer on exposed spiral projects.



Celebrating 40 Years at Spiral Pipe of Texas

SPIDA on Social Media

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Stay up to date with the latest news and information from SPIDA. Like our community page here:

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LinkedIn

Allows us to reach existing and prospective members with relevant articles and publications, as well as information regarding upcoming conferences and meetings.

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