

SUMMER 2024

Spiral Duct Manufacturers Association

PIPELINE

THE SPIDA NEWSLETTER

LETTER FROM THE PRESIDENT

Dear SPIDA Members,

I hope this letter finds you well after our phenomenal SPIDA event in Charleston, South Carolina!

What a terrific few days we shared, filled with insightful presentations, inspiring talks, and the chance to reconnect with peers from across the industry. I have to admit, I contemplated utilizing AI technology to write this letter for me, but what is the fun in that (or maybe I did?)! On top of a great meeting, I played probably the best 9 holes of golf of my life at the Bill Bradford Jr. Memorial Golf tournament which made the event that much better! All in all, it was a well attended event with over 70 attendees and Charleston is just a phenomenal city. I highly recommend a trip to Charleston if you have never been! A huge thank you to all our sponsors, including our Diamond Sponsor SNIPS. The generosity of our sponsors truly allows us to make SPIDA great at each event we hold!



All things aside though, we were fortunate to have a lineup of exceptional guest speakers who provided invaluable knowledge and perspectives:

- Jordan Loyd from Vation Ventures, an expert on Artificial Intelligence (AI), opened our eyes to the exciting possibilities this technology holds for our industry. Their insights sparked thought-provoking discussions about optimizing production, new avenues to explore within the workplace that we are seeing AI attack such as HR or Accounting that crossover in every industry, and how we might need to consider a step in the AI direction before it's too late.
- The legendary Matt Doherty a former North Carolina basketball star and Head Coach brought a unique energy and motivational spirit. His emphasis on teamwork, dedication, and achieving peak performance

resonated with the group, reminding us of the importance of these qualities in achieving success within our own businesses.

- The renowned, Kevin Ginley of Majestic Steel provided a clear and insightful look at current trends and future forecasts. The steel market continues to be volatile more so now than maybe ever and its very interesting to hear about the future outlook as always.

Our dinner cruise along the Charleston harbor capped off the event in a truly unforgettable style, as we enjoyed good food and beautiful sunset views. If we add all our dinner cruise hours up over the years it might account for Robin Stegall's Annual Cruise request!

This year's event served as a powerful reminder of the strength and spirit of our spiral duct manufacturing community. We learned from each other, shared best practices, and celebrated our accomplishments. These connections are invaluable as we navigate the ever-evolving landscape of our industry.

Our next meeting will be at the 2025 AHR show in Orlando, Florida. Our guest speaker will be former major league baseball player, Brandon Guyer, who really hits a homerun with me as a former baseball player as he will be speaking to the tools he uses to help guide success in the game of baseball, life and business. I currently utilize one of his programs called Major League Mindset with my sons travel baseball team and I am really looking forward to meeting him in person!

The 2025 annual SPIDA event will be held in Scottsdale, Arizona next spring and I know everyone will be looking forward to a great time out West!

Thank you once again for attending this year's event. Your participation and enthusiasm made it a resounding success!

Brennan Hall, SPIDA President

Director of Duct Fab Supplies & Air Distribution Products, Conklin Metal Industries

2024 SPIDA Annual Meeting – Charleston, SC



Over 70 SPIDA members attended the annual membership meetings this year. Attendees gathered in Charleston, SC for two days of education, comradare, golf, a cruise and of course great Southern food.

This year the event began with the 2nd Annual Bill Bradford Jr. Memorial Golf Tournament, sponsored by *Snips News* magazine. The tournament was a nine hole event at the RiverTowne Country Club geared to all skill levels, the focus was to have fun and to raise money for the scholarship fund set up in Bill Bradford's name.



This years winners:

First Place: John Cologgi, Olympic Steel & Eric Engels, Camden Yards Steel Company (far right)
Second Place: Mike Bailey, Mestek/Iowa Precision & Drew McCaffrey – Cincinnatus Group (center)
Consolation Prize: Bill Bradford, Ductmate Industries (far left) & Hannah Bradford
Closest to the pin: Serje Modyna, Wingate Inc. & Kevin Ginley – Majestic Steel
Longest Drive: Justin Schaefer – Streimer Sheet Metal
Tournament Organizer: Ryan Barnes - Sheet Metal Connectors (second from left)

2024 Bill Bradford Bradford, Jr. Award Winner

Crystal Rubright, Design Polymeric

From a number of submission throughout the country, Crystal Rubright - Design Polymeric, was selected as the 2nd Annual Bill Bradford Jr. Award winner. The award came with a \$2,000 prize raised from the golf tournament and another special contribution from *SNIPS* magazine. The award honors a

person that exemplifies Bill Bradford, Jr.'s characteristics: hardworking, selflessness, positivity, patience, mentoring, steadfastness, respectfulness, loyal and integrity.

Crystal joined the staff at Design Polymerics in 2019 as a receptionist. She has grown into the position of customer service manager. With the recent Design Polymerics plant move, she has mentored plant managers, shipping personnel, IT personnel and various members of the corporate team on best practices. Most are twice her age. As a single mother, she has found a balance between dedication to work and her daughter. Crystal's days often start before 6 am so she can take care of eastern customers from California before taking her daughter to school. She has shown ambition, hard work, resolve and patience during Design Polymerics transition to the new manufacturing facility. Crystal would like to thank everyone in SPIDA for the award.



Vendor Show and Reception



Art Huger (Center)
Elgen Manufacturing



Anthony Lopez (Left)
HFC Enterprises



Drake Nelson & Cassie Todtenhagen
Johns Manville



Nick Fulenwider, Milli Slovensky & Tony Polak
Haltom Industries



Tony Plantz (right)
Ductmate Industries



Joe Bruce (left)
Reed Rubber Products



Mike Bailery (right)
Mestek Machinery



Scott Witherow (center)
Design Polymers



Aaron Crane, Spiral Pipe of Texas - **David Capestany**, Zinger Sheet Metal - **Mark Adair**, Omni Duct



Frank Quieti, General Insulation - **Robin Stegall**, Hamlin Sheet Metal - **Tony Plantz**, Ductmate Industries - and **Eric Engles**, Camden Yard Steel

Education and Keynote Sessions

The conference portion of the meeting began on the second day. Brennan Hall, SPIDA president, welcomed the membership and thanked our sponsors. Brennan discussed his journey from working for former SPIDA president Brad Thomas at Hamlin Sheet Metal when he was in high school until now, many years later, he is SPIDA president.



Diamond Sponsor **Snips News** editor, **Austin Keating** shaking hands with SPIDA president **Brennan Hall**. Gold Sponsors Johns Manville (center) and Ductmate Industries (left).



Majestic Steel Vice President of Commercial Sales and SPIDA member, Kevin Ginley, was our first presenter.

Majestic Steel is a Cleveland-based steel processor specializing in cold rolled, galvanized, aluminized, galvalume, galvannealed, and pre-paint steels. Kevin discussed current factors that are affecting supply, demand and costs. His presentation covered both domestic and international factors that were driving demand and affecting steel manufacturing costs. He also presented Majestic's projected headwinds and tailwinds for their 2024 outlook. *Kevin Ginley can be [contacted here](#).*



Our keynote speaker this year was **Matt Doherty**. Mr. Doherty is a

respected business consultant and leadership development expert.

He started on the 1981-82 University of North Carolina national championship basketball team with Michael Jordan. After his NBA career, he lead UNC to the 2001 ACC Championship and was named AP Coach of the Year. In 2003 he was forced to resign from UNC and decided to write a book about his experiences: *Rebound: From Pain to Passion*. His goals was to inspire, encourage and help others create a game plan to navigate the often rough times in life and in business.



"I never lose – I win or I learn" -Nelson Mandell, was the opening theme from Mr. Doherty. He discussed the "Carolina Way" that was instituted by Hall of Fame Coach Dean Smith and how to institute daily: Play hard, play smart and play together along with label it, own it and execute it. He talked about how to adopt these principles into everyday life and work.

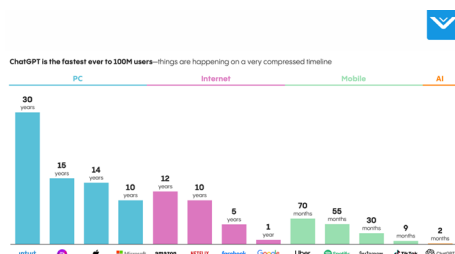
When asked if Dean Smith called for Michael Jordan to take the game winning shot again the Georgetown Hoyas in the national championship game, Matt Doherty replied our group the play was designed for him to take the shot – with a wink.



Matt Doherty stayed after his presentation and signed his book for all the attendees. His is pictured with **Frank Quieti** and was even gracious enough to pose for a picture with die hard Duke fan, **Robin Stegall**.

~ ~ ~

To order his book or to find out further information, please visit his [website](#) or [email his office](#) directly.



Our education presentation this year was a very topical **"AI in the Workplace"** by Vation Ventures. Jordan Lloyd, partner, discussed the rapid growth of AI.

Mr. Lloyd talked about AI improving: Forecasting by making future predictions, Discovery by sorting through large amounts of data to find patterns and logical relationships, Planning and Search by finding optimal solutions in a large search space and Creation by making images, text, etc. quickly and efficiently.

Information about Vation Ventures can be found [online here](#), or by contacting Jordan Loyd directly at jordan@vationventures.com.

The meeting portion of this year's event concluded with our annual round table discussions. This year's topics were: Training/Cross Training, Reducing Lead Times, Lean Manufacturing, SPIDA Project and Membership Engagement, Spiral Gasket and Flanged Connections and Post Covid Lessons Learned. Industry experts from across the country shared their valuable thoughts and insights. Join us next year and learn from the industry leaders.



Our meeting closed with an evening dinner cruise around the beautiful Charleston harbor and Fort Sumtner National Monument. SPIDA members enjoyed live music, drinks, dinner and spectacular views.



Art Huger with Chris and Missy Collins



Frank Quieti, John Newland, and Drew McCaffrey (left to right)



Curtis and Natalie McNeill, celebrating their 25th wedding anniversary

Welcome To Our New Members!



General Insulation Company, Inc.

In 1982, current owner Frank Granara purchased the single location General Insulation in Sommerville, MA. A few years later, General Insulation opened distribution locations in Maine, Connecticut, and central Massachusetts. Today they have grown to 45 distribution and insulation manufacturing locations across the country – including the newest location in Mobile, AL. GIC distributes HVAC duct liner, duct wrap and accessories. They have recently begun manufacturing spiral duct board in Texas and North Carolina.

~ SAVE THE DATE ~ 2025 General Membership Meeting Orlando, FL

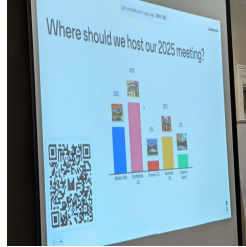


SPIDA will be holding a membership meeting Sunday, February 9th in conjunction with the AHR Expo in Orlando.

Registration will be opening later this year; please watch you emails for details.

2025 Annual Meeting Location

Join us next year in



sunny Scottsdale, AZ!

Attendees voted on holding next year's event in either Scottsdale, Boston, Nashville, Calgary and Denver.



REMINDER: New SPIDA Logo and Brochure



The new [SPIDA logo](#) and new [SPIDA brochure](#) are downloadable through their corresponding links.

We encourage you to proudly add the SPIDA logo to all your correspondence.

SNIPS NEWS

ACHR NEWS CURATED CONTENT PRODUCT

It is time to starting thinking about gathering photos and stories for *Snips News* (and the Pipeline). Every year Snips News publishes the annual SPIDA edition

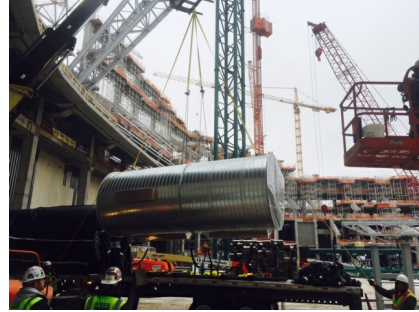
in conjunction with the AHR Expo. It is a great opportunity to promote you high profile projects, special people, new products, cutting edge ideas, etc in the form of an article. Hi-Resolution photographs are required. Please contact Austin Keating Keatinga@bnpmedia.com or Pipeline editor Scott Witherow (614) 657-8581 or switherow@designpoly.com with any questions.

The Pipeline newsletter is also looking for company news. New people, new location, employee anniversary, company milestone, great photo you would like to share with the membership, etc.? Please send to Scott for inclusion in the next issue.

SPIDA Still 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.



SPIDA on Social Media



Facebook

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

[Facebook SPIDA](#)

LinkedIn

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

[LinkedIn SPIDA](#)



[View as Webpage](#)