

*Marty  
Thanks for a few  
questions -  
JMS  
2/19/92*

February 14, 1992

**MEMORANDUM**

TO: Susan Stuntz

FROM: Martin Gleason

RE: General Executive Council Meeting of the Sheet Metal  
Workers International Association

I attended a meeting of the General Executive Council of the Sheet Metal Workers International Association from January 5 to January 10, 1992, in Acapulco, Mexico. The meeting was a "think tank" held for the union's leadership and chaired by SMWIA General President Edward J. Carlough.

The SMWIA extended a warm and cordial welcome to the three TILMC attendees at the meeting and invited our participation throughout the week's activities.

A good portion of the discussion in the working sessions was devoted to the state of the sheet metal industry. The situation as far as new construction goes is very bad, with no improvement in sight. With few exceptions such as Colorado, unemployment among sheet metal workers is probably averaging 20% nationwide, with the worst conditions being experienced in the eastern United States. General President Carlough suggested that many major U.S. cities will "not see a crane on the horizon" in 1992. With little or no new construction under way, the only alternative for workers and contractors is "inside work" -- duct cleaning, asbestos removal and IAQ work. Appropriately, the "think tank" both began and ended with discussions of IAQ and TILMC support for NEMI. Clearly IAQ activity is a central concern of the SMWIA's leadership and our involvement with NEMI is appreciated and valued highly.

One item of potential significance was a discussion of sheet metal contractors' IAQ work and its relation to general and mechanical contractors' work. Suggested by the New York area representative on the General Executive Council and not challenged by his colleagues was the proposition that sheet metal contractors are not big enough players on their own to deal directly with developers and operators of major buildings. They always come in through a general contractor or as a sub to a mechanical contractor. Mechanical contractors are essentially engineering firms and among other things they are responsible for HVAC systems. If these folks are not convinced there is a need to provide and maintain properly ventilated indoor areas to

① Does NEMI have any ideas on how to dealing these groups -- approach them to promote IAQ needs/improved ventilation?

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protect building owners and operators and do so through a building systems approach to IAQ, then sheet metal contractors and workers aren't going to be asked to work in these buildings. While SMWIA and NEMI are optimistic about long range prospects for persuading general and mechanical contractors of the importance of IAQ, it is likely that the HVAC engineering types will be strongly influenced by what ASHRAE does in terms of ETS and ventilation standards.

ASHRAE has done it...

As far as the NEMI grant was concerned, it was explained that we hoped to maintain the same level of effort in cycle III but that significant increases in funding over and above the level of the last cycle were unlikely. At one point President Carlough asked if TI ever did "supplemental appropriations." I replied that I could only hope so, since my budget for 1992 had been cut significantly. At another point it was suggested by a NEMI consultant that plans for major breakthroughs in marketing of NEMI IAQ products would have to be shelved because of the TILMC's inability to fund NEMI at the level requested. It was noteworthy that the administrator of NEMI did not endorse this point of view and SMWIA General President Carlough said "I'm sure TI is doing the best they can." That ended the discussion and demonstrated that the work we had done with SMWIA leadership in preparing them to accept cycle III funding levels had paid off.

what does this mean?

Throughout the working sessions and related social events, I and the other TILMC representatives were accepted as "family" and accorded the privilege of listening to discussions of sensitive and important union business.

MJG:uas

P.S. President Carlough did not run this meeting with the same level of vigor and intensity he displayed at past meetings. It was rumored that he had not been feeling well. Also, it was announced that a chair in international labor relations is being established in his honor at American University. Two points on this: it is usually something one does when they are thinking of retirement; I would not be surprised if our industry is solicited in support of endowing the chair.

Do NEMI seeking additional support from other ~~org~~ organizations (like DOE, for example) for certain elements of its IAQ work, or is the LNC the "sole source" grantor? Are there other opportunities for NEMI grants (other than PM)?