

# Sheet Metal Journal

June 2025 « [smacna-oregon.org](http://smacna-oregon.org)

## HEAVY METAL SUMMER EXPERIENCE

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HANEY

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CRAB FEED





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# Sheet Metal Journal



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#### EDITOR

Jessica Kirby • [jessica.kirby@pointonemedia.com](mailto:jessica.kirby@pointonemedia.com)

#### CONTRIBUTORS

Stan Kolbe  
Chris Schneider

#### COVER PHOTO

Courtesy of SMACNA Oregon & SW Washington

#### CREATIVES

Lara Perraton • [lperraton@pointonemedia.com](mailto:lperraton@pointonemedia.com)

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SMACNA Oregon & Southwest Washington  
4380 S Macadam Ave. Suite 270  
Portland, Oregon 97239 USA  
[smacna-oregon.org](http://smacna-oregon.org)

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## POLITICAL ENGAGEMENT IS CALLING YOU

By Chris Schneider, Executive Director  
SMACNA Oregon & SW Washington

As I meet with contractors and business owners, many often ask how they can get involved in the chapter at a local or national level. This is music to our ears. Volunteering is one of the most profound ways you can give back to your association. Sharing your time and knowledge is invaluable, which is one of the reasons SMACNA Oregon & Southwest Washington greatly appreciates all its volunteers.

Our industry benefits from your involvement, time, and expertise. In return, you benefit both professionally and personally by:

- contributing to addressing industry and organizational issues
- exercising new leadership, team building, and communications skills
- networking deeply with other contractors and thought leaders in our trade
- helping to develop programming that keeps our industry competitive
- learning from other successful entrepreneurs like yourself

July is a key time for national volunteer opportunities. There are a number of committees and task forces that are now accepting new members. Visit [smacna.org/community/volunteer-opportunities](https://smacna.org/community/volunteer-opportunities) to discover and peruse available opportunities at the national level.

### Political Engagement

One of SMACNA's greatest strengths is its political influence in both Washington, DC, as well as in Salem, Oregon. Our efforts in Washington, DC, are promoted through the efforts of SMACPAC, the SMACNA Political Action Committee.

As leaders in our industry, we all know the political stakes on Capitol Hill and how they affect our bottom line, both as business owners and as an industry. Across the country, business owners are sharing examples of notices that outline record level tariffs, often in the hundreds of thousands of dollars, on equipment—and the anticipated supply chain chaos. But the stakes are even higher, with trillions of dollars in business tax cuts soon to expire, even for equipment expensing, R&D credits, and bonus depreciation incentives.

Your contribution to SMACPAC helps our organization engage with our champions in Congress and helps fuel political action. SMACNA staff are at the table advocating for our industry every day on Capitol Hill. Their aggressive advocacy is based upon a combination of expert industry-specific policy briefings and significant political contributions to individual candidates of the two major political parties. SMACPAC makes sure that political Washington is attuned and responsive to the business needs of the unionized HVAC contracting community.



Sen. Jeff Merkley (D-OR) (center) visits with SMACNA National Immediate Past President, PAC Committee member, and Premier Pacesetter, Carol Duncan (left) and SMACNA Oregon & SW Washington Chapter Executive & CIC member, Chris Schneider (right) in the US Capitol building.

SMACPAC influence opens doors for us. This May at the CEA National Issues Conference in Washington, DC, MCAA, SMACNA, and TAUC members met, focused on key regulatory and legislative issues affecting the union construction industry. The conference hosted regulators and representatives from Congress and we were able to hear their insight on a variety of topics. We heard from the House Majority and Minority Whips as well as numerous members of Congress. After the event, participants fanned out across the House and Senate office buildings to speak directly with our congressional representatives.

I encourage you to engage and become a member who supports SMACPAC efforts by reaching out to [smacpac@smacna.org](mailto:smacpac@smacna.org)

### Apprenticeship Contest

I am very proud of the work our sheet metal apprentices put into competing at this year's Northwest Regional Sheet Metal Apprentice Competition held in Pasco Washington May 14-16, 2025. I got to see first-hand the pride, attention to detail, and skilled work that our apprentices did competing with apprentices from Oregon, Washington, Idaho, Montana, and Alaska.

To compete, apprentices must be recommended by instructors. Depending on the specialty, the competitions involve multiple challenges, including reading and interpreting blueprints, brazing, welding, fabricating and installing duct runs, and fabricating architectural features.

This year, Sheet Metal Institute apprentices placed on the podium in the following categories:

- 2<sup>nd</sup> Place Architectural – Edwin Graham from General Sheet Metal
- 1<sup>st</sup> Place HVAC – Malachai Wallbridge from CKG Industries

A fine collection of Milwaukee and DeWalt tools were generously provided for these contest winners.

Congratulations to these apprentices for their hard work and skills! ■



### CHAPTER MEMBERS JOIN SMACNA NATIONAL COMMITTEES

SMACNA Oregon & Southwest Washington would like to congratulate the following members on their appointments with SMACNA National committees. We recognize and appreciate the time and energy required to represent our industry, chapter, and membership at the national level.

- Ashley Duncan from General Sheet Metal Works was named to the National Architectural Sheet Metal Market Sector Council and to the National Business Management Committee.
- CJ Hansen from the CJ Hansen Company was named to another term on the SMACNA National Safety and Health Committee.
- Daniel Miranda from Just Right was named to the SMACNA National RISE Committee (Represent/Inspire/Support/Empower).
- Carol Duncan from General Sheet Metal Works was named to the National Joint Adjustment Board, to the National Labor Committee, and to the SMACNA National Convention Committee.
- Greg Sauer from Streimer was named to the SMACNA National Industrial Market Sector Council.
- Jennifer Clark from General Sheet Metal Works was named to the National Construction Technology Committee ■

### SMACNA OR&SW WASHINGTON INVITATIONAL GOLF TOURNAMENT

**June 20 | Langdon Farms Golf Club, 24377 Airport Rd NE, Aurora**

Check-in: 11:15 am

Driving range: 11:15-1:15

Golf tournament: 1:45-6:45

Dinner: 6:45

Awards/raffle: 7:15

Mulligan and raffle tickets will be available for \$10. This event is sponsored by DeWalt. Visit [sheetmetaloregon.wufoo.com/forms/zlaw1le0rxl9t](https://sheetmetaloregon.wufoo.com/forms/zlaw1le0rxl9t) to register ■

### CHAPTER TRAINING OPPORTUNITY: INCREASING ENGAGEMENT, RETENTION, AND DEVELOPMENT FOR EMPLOYEES

*Workshop by Stephane McShane, Maxim Consulting*

**September 11 | 8:00 am – 12:00 pm at the Sheet Metal Institute, 2379 NE 178th Ave, Portland**

The ability to hire, retain, engage, train, and develop employees increases the chances for them, and for the organization, to

succeed. To accomplish this, specific processes and development paths must be created, implemented, and measured.

Following this course, participants will be able to:

- discuss the need for roles and responsibilities definition
- show the use of the role definition and time span needed to increase the percentage of “good” hires
- describe the employee collaboration using skill set matrix information
- outline the career path mapping process to create long-term improvement and engagement
- discuss the link between performance management and incentive compensation

To register, please reach out to the SMACNA Oregon & SW Washington office at [jwindsheimer@smacna-oregon.org](mailto:jwindsheimer@smacna-oregon.org) ■

### SMACNA OREGON & SW WASHINGTON IS SERVING UP NEW LUNCH & LEARN OFFERINGS

The technology used throughout your day should help you work smarter, not harder. And with the right training, you can drastically improve your skills in programs like Excel, Word, Outlook, and Bluebeam. This fall and winter, join industry tech expert Ginnie Floraday for a series of virtual Lunch & Learn classes, where she'll introduce basic time-saving tricks and productivity improvements, and delve into some more advanced features to keep your business moving. All Lunch & Learn sessions are remote, so you can join from the comfort of your office.

Our first educational offering will be Basic Bluebeam orientation course held virtually on October 1, at 11:00 PST. To register please reach out to JoLonna at [jwindsheimer@smacna-oregon.org](mailto:jwindsheimer@smacna-oregon.org) ■

### WELCOME NEW MEMBER HEINZ MECHANICAL INDUSTRIES INC.

SMACNA Oregon & SW Washington is proud to welcome Heinz Mechanical as the newest Local 16 signatory contractor and member of the chapter. Heinz Mechanical Industries, Inc., based in Clackamas, Oregon, began 1983 as a locally owned company serving Oregon and Southwest Washington. They are third-generation owned and operated and proud to provide customers with extensive knowledge of plumbing and mechanical systems. The Heinz Mechanical Industries, Inc. team provides full mechanical construction services. This includes preconstruction and design services. The company specializes in healthcare, K-12 schools, higher education, institutional, commercial, hydroelectric, and government projects. To learn more, visit [heinz-mech.com](http://heinz-mech.com) ■



## CRAB FEED 2025 ANOTHER GREAT SUCCESS

One of SMACNA Oregon & SW Washington's favorite annual activities is the Crab Feed, a fantastic opportunity for members and their guests to gather for mouth-watering crab dinner with all the fixings. Best of all, proceeds from this exciting event help fund SMACPAC activities so the union sheet metal industry is well-represented on Capitol Hill.

This year's Crab Feed benefitting the SMACNA Oregon PAC was held Friday, February 25, at the Milwaukie Elks Lodge. Nearly 300 guests attended making this year's one of the best attended Crab Feeds in the 16-year history of this event. Guests delved into all you-can-eat Dungeness Crab caught just days before in coastal Oregon.

Contractor member Alliant brought the most guests, and they won this year's Golden Claw award for greatest participation. Special recognition goes out to Total Mechanical and CJ Hansen Company for showing up huge to this year's event. ■





### CHRIS HANEY, SMACNA OREGON & SOUTHWEST WASHINGTON BOARD PRESIDENT

By / Jessica Kirby | Photo: Chris Haney

Chris Haney, owner and president of The Lynch Company, is proud of the work his company does and sees great potential in SMACNA's ability to advance the unionized sheet metal industry.

He joined the company in November 2006 as a project manager and became general manager in 2009. Then in 2016, he purchased the company from the third-generation family owner.

"I really enjoy that we manufacture durable goods to aid in the production of consumer goods that people use every day," he says. "I also like the fact that I can see our work on display as I drive around the Portland Metro area."

The Lynch Company was founded in 1919 by James Lynch and was successively owned by family members until Haney purchased it. Over the company's lifetime, its employees have worked on nearly every type of project, including home furnace manufacturing in its early days to Liberty Ships during WWII and high-tech energy startups and electric vehicle charging in the 2010s.

"As a general steel fabricator, we do more than just sheet metal," Haney says. "We have a line of catch basin and drain sumps; we manufacture stainless steel wastewater treatment systems; and we perform plant maintenance and upgrades for local manufacturing plants, grain terminals, and aerospace. We also build and install conveyors and air handling systems and much more."

Two years after taking the helm at The Lynch Company, Haney accepted a board of directors' position with SMACNA Oregon & Southwest Washington. In 2024, he began a two-year term as president.

"My goals in this position are strengthening the relationship



between labor and management, learning more about the inner workings of the organization, and assisting fellow board members with the operations of our chapter," he says.

SMACNA offers contractors a great deal of professional assistance and support, particularly in facing contemporary challenges in the business landscape. Adopting the latest technology available for the sheet metal industry and remaining competitive and relevant when faced with non-union competition are two areas that leave SMACNA contractors looking for solutions.

"The new technology issue can be addressed through our training center and apprenticeship programs," Haney says, referring to the Local 16 JATC where apprentices receive world-class training and expertise in all aspects of the sheet metal trade. "Competing with non-union companies will require continuous outreach to educate owners and general contractors of the benefits of a well-trained union workforce."

Haney also sees some important opportunities on the horizon, such as the massive growth of data centers in the Pacific Northwest and clean air upgrades for educational buildings. "Partnering with our union to aggressively pursue these projects will provide benefits to both labor and management," he says. "My philosophy is to continue to work with the Local in a collaborative way to reach our mutually beneficial goals of increased market share and membership." ■





# Heavy Metal Summer Experience

Returns to Portland, Oregon, and Debuts in Longview, Washington



The Heavy Metal Summer Experience camp is a game-changer that is raising youth awareness and changing lives

By / Jessica Kirby | Photos: SMACNA Oregon & SW Washington



**Get ready, Portland and Longview.** This summer, from July 21-25, the 2025 Heavy Metal Summer Experience will bring young people together to sample first-hand the sheet metal, electrical, and piping and plumbing trades in Portland, Oregon, at the Sheet Metal Institute, McKinstry, and IBEW NECA Training Center. In Longview, Washington, JH Kelly is hosting its first HMSE event from July 28 to 31, featuring the sheet metal trade.

Both events will include thorough training sessions led by craft professionals, tours of active job sites and training centers, and hands-on experience learning safety protocol, appropriate tool use, and the teamwork culture of a career in trades.

“HMSE is geared toward students between the ages of 15-19, with a particular commitment to recruit women, diverse





## CALLING ALL DRIVEN, RESPONSIBLE STUDENTS ENTHUSIASTIC ABOUT TRADES

Slots in the 2025 Heavy Metal Summer Experience in Portland are filling up fast!

This year's Portland camp is situated at three sites in northeast Portland, July 21-25.

- Sheet Metal Institute 2379 NE 178th Ave, Portland
- IBEW/NECA Training Center 16021 NE Airport Way, Portland
- McKinstry Portland Office 16790 NE Mason St, Portland

This absolutely free camp gets students exposed to three different trades at the respective trades state-of-the-art training centers and is designed to give students experience and a leg up when applying to competitive apprenticeship programs.

Below is a preliminary schedule:

- Monday, July 21 Noon – 3pm Sheet Metal Institute
- Tuesday, July 22 9:00 am – 3pm Sheet Metal Institute
- Wednesday, July 23 9:00 am – 3pm McKinstry Company
- Thursday, July 24 9:00 am – 3 pm IBEW NECA Training Center
- Friday, July 25 10:00 am – 1pm Sheet Metal Institute

More information about Heavy Metal Summer and its history can be found at [hmse.org](https://hmse.org). Reach out to SMACNA Oregon & SW Washington for a permissions packet today or visit [hmse.org/locations/portland.html](https://hmse.org/locations/portland.html) to register!



candidates, and students looking for alternatives to traditional college,” says Chris Schneider, executive director, SMACNA Oregon & Southwest Washington. “Students will explore the basics of these exciting trades and come away energized by the prospect of a high paying future with job security and no college debt.”

This is the vision that sparked Angie Simon, advisor to the board of Western Allied Mechanical in Menlo Park, California, and former SMACNA National president, to action in 2020. She started thinking about how to get young people interested in sheet metal and other trades after a conversation with her partner, who has four sons.

“He told me that his eldest son, who was 14 at the time, wasn’t very engaged in school,” Simon says. “The summer prior, he had taken an arts class in Oakland where he learned to weld. He loved it. He ended up taking welding lessons and was great at it. It got me thinking—there are so many kids out there where college is not their thing. We should show them what a great opportunity this is. So, we talked about how awesome a sheet metal camp would be.”

Born of these ideas was HMSE, a six-week summer program aimed at building interest among young people. Its goal is simple: introduce youth and their parents to trade opportunities in sheet metal.

The partners at Western Allied approved Simon’s budget of \$30,000 to run the camp, and in 2021, the pilot program launched. That program, involving 28 young people held in two locations (California and Washington), was an incredible success.

“I have to admit, we were pretty overwhelmed by the response,” Simon says. “But as with any successful venture, it takes a village, and people were quick to come onboard.”





After hearing about the idea during a SMACNA Annual Convention roundtable discussion on workforce development, Jana Burbank, from Hermanson Company, and Julie Muller, executive vice president of SMACNA Western-Washington, asked if they could get involved.

“We created a committee with Western Allied Mechanical, SMACNA-Western Washington, SMACNA National, Construction for Change, and ourselves,” Burbank says. “We would meet every other week on Zoom to flesh out the details.”

HMSE continues to gain traction. According to the 2024 *HMSE Impact Report*, the program has seen nearly 1,000 participants with year-over-year increases. In 2024, 500 students participated, and 800 are projected for 2025. The camps run on the generosity of countless volunteers helping from within SMACNA and SMART, and from manufacturers who have jumped on board to provide equipment, tools, and other donations.

Leveraging the program’s experience, the team created the *Heavy Metal Summer Experience Playbook*—a 125-page living document that details every aspect of the camp, including a break-down of costs, project ideas, and daily itineraries.

As Portland and Longview welcome their 2025 cohorts, the teams are looking forward to meeting students that can easily demonstrate that they’re hardworking, resourceful in the face of challenges, willing to acquire and develop new skills, and be team players. They will also be required to “suit up” just like the industry pros.

“Before their first day at camp, students will be outfitted with a new pair of work boots, courtesy of a Red Wing voucher,” Schneider says. “They’ll also receive a new DeWALT tool bag and tools that they’ll be able to take home, even after the program is over.”

The camp is an unpaid opportunity but is built to offer hands-on learning through projects and working alongside craft professionals for a glimpse at local apprenticeship programs and to see firsthand what it takes to succeed.

“Our goal is to show students all the different ways they can become involved in the trades and pursue a rewarding, high-paying career with job security and no student debt,” Schneider says.

Learn more about Heavy Metal Summer Experience at [HMSE.org](https://www.hmse.org) ■



# SWAN ISLAND SHEET METAL WORKS:

Full service metal work and a brand new facility, at your service



By / Jessica Kirby | Photos: Swan Island Sheet Metal Works

In September 2024, Swan Island Sheet Metal marked a major milestone by relocating into a brand-new 60,000-square-foot facility in Portland, Oregon. This move wasn't just about more square footage—it was about strategic growth and an unrelenting focus on better serving customers. The new space features a larger laydown area, expanded indoor material storage, and a vastly increased work area capable of handling large-scale projects and structural steel processing with ease. The facility reflects the company's forward-thinking vision and long-standing reputation for precision, reliability, and innovation.

Although "sheet metal" is in the name, Swan Island Sheet Metal is far from your average metal shop. Established in 1938, the company has evolved into a full-service metal fabrication and

installation powerhouse, known for shaping and forming an impressive range of metals including carbon steel, stainless steel, and aluminum. The company's capabilities are backed by a lineup of cutting-edge machinery and advanced technology, including laser cutters, press brakes, beam and pipe processing tools, and automated systems designed for custom fabrication, shearing, forming, punching, and rolling.

Yet it's not just Swan Island's tools or new facility that set it apart—it's the people, the mindset, and the commitment to delivering top-tier service regardless of a project's size or scope.

A defining trait of the company's operations is the commitment to minimizing downtime and disruptions for clients. With off-





hour crews available and a willingness to provide emergency and same-day services, Swan Island Sheet Metal ensures customers stay up and running even when time is tight. This level of service is especially critical in high-stakes industrial environments where every minute of halted production can mean lost revenue.

Owner John Gaynor is passionate about this level of customer-first thinking. “We approach every job with the same level of care and attention,” he says. “Whether it’s a small custom bracket or a complex structural package, our team takes pride in producing high-quality work and making sure the customer walks away satisfied.”

Gaynor’s leadership reflects decades of hands-on experience in the metal industry, and his vision has helped position Swan Island Sheet Metal as one of the most versatile and capable shops in the region. That versatility is evident in the company’s project portfolio. From food-grade stainless steel mechanical skids and sanitary pipework to architectural elements, countertops, structural steel, and miscellaneous metals—if it’s metal, Swan Island Sheet Metal has likely built it.

“Our clients have kept us on our toes,” Gaynor says. “But we love the challenges each request brings. Because of the range of products we’ve built, we’re confident that we can provide exactly what our customers are looking for.”

It’s that diversity and adaptability that make Swan Island a reliable partner across industries—from manufacturing and tech to commercial construction, food processing, marine, and more. The company’s experienced fabricators, welders, and installers understand the nuances of working in highly regulated environments, and they’re capable of customizing solutions to meet even the most demanding specifications.

The company’s culture is one of precision, accountability, and pride in craftsmanship. Every member of the Swan Island Sheet Metal team is trained to think critically, solve problems, and go the extra mile. The new facility only amplifies their capabilities, giving the team more space, better flow, and the infrastructure needed to take on even more ambitious work.

With a track record that spans over eight decades, Swan Island Sheet Metal remains a trusted name in the Pacific Northwest and beyond.

Come see the difference for yourself—schedule a tour today and let’s build something together. Visit [swanislandsheetmetal.com](http://swanislandsheetmetal.com), call 503.284.3488, or email [info@swanislandsheetmetal.com](mailto:info@swanislandsheetmetal.com) ■





## TARIFFS AND ECONOMIC RECOVERY

The current tariff situation connects to broader economic uncertainty and procurement challenges the industry faces. The timing of the tariff-led trade war is particularly problematic, with tariffs hitting long before any planned tax relief can pass Congress and take effect for consumers, building developers, and contractors. This means contractors will feel the significant price increases immediately and struggle with additional unknown tariffs expected to impact trade and trading relationships across the globe. Simply put, tariff spikes will arrive now while any potential tax benefits to smooth cost spikes on balance sheets will remain months or years away.

The international trade fallout is particularly concerning and threatens positive trading relationships as well as the positive trends in construction markets. Canada and Mexico, who are part of a unified trading block under the Trump negotiated 2018 US-Mexico-Canada Free Trade Agreement (USMCA), are now facing unexpected record level tariffs—nominally in the name of border security, but the ultimate goal of tariffs are to raise tax revenue to offset some of the cost of the \$5 trillion in tax cut portion of the reconciliation package on the president's wish list as well as the leadership in congress.

### Effects on Contractors, Building Industry

While the tariffs on a long list of construction and equipment components will be disruptive, tariffs on countless items made with aluminum and steel will be highly complex and make it challenging to calculate current and future project bids. Once the massively complex tariff list is out for the European Union countries and others across the globe, contractors will see an impact on raw materials, equipment components, and new price lists from vendors worldwide.

With Capitol Hill deep into debates over preventing a government shutdown, raising the debt limit to avoid default, as well as trying to pass a massive budget reconciliation package, the tariff war adds to uncertainty in multiple policy areas. It unnerves the investment and construction markets and adds uncertainty to predicting the tax revenues, estimated budget deficits, and general economic growth. Many economists feel tariffs add pricing uncertainty for consumers, construction developers, and building owners that could slow a market showing signs of cooling in recent months.

### Contractor Precautions to Survive Tariff and Trade Battles

The promise from the White House and Commerce is for more tariffs on more countries and far more products and components and raw materials. It is clear even countries with existing and seemingly ironclad trade agreements and treaties are high on the list for significant and possibly escalating tariffs. The USMCA gave businesses certainty and confidence to invest and develop supply chain relationships to expand operations



By / Stan Kolbe, Executive Director of  
Legislative and Political Affairs, SMACNA

and bid work using steel and aluminum and much more with confidence on long-term projects. Firms with existing contracts and megaprojects are now struggling to make sense of their bidding status for projects and in markets for materials now and in the months and years ahead.

SMACNA contractors should take steps to mitigate the impacts of tariffs on construction-related imports. Companies must quickly adapt to these changes to mitigate risks and seize potential opportunities by doing the following:

- **Buy in Bulk**—Buying materials in advance avoids any uncertainty regarding price where feasible. Plans to store the additional material need to be addressed.
- **Locate American Suppliers**—Now is the time to explore whether domestic suppliers of specific products or manufactured items exist. Also, while domestic suppliers may be available at a lower cost, timing may be a concern because if goods cannot be supplied on time, a contractor may be liable for liquidated damages if the project is delayed.
- **Revise and Update Construction Contracts and Subcontracts**—SMACNA contractors should review the cost structure in new contracts and update pricing based on the latest tariffs and potential tariffs. Contractors should also consider adding provisions allowing for increased material costs to be passed through to the owner or general contractor. For example, consider adding provisions relating to tariffs or revising preexisting language about changes in laws and force majeure to expressly outline how price increases will be handled or how to provide additional time for completion if additional time is needed to source local material.
- **Analyze Existing Contracts and Subcontracts**—Contractors should review existing contract provisions relating to tariffs, changes in laws, and force majeure to determine if they can pass along higher costs upstream should tariffs mean the cost of their materials go up. (Consider including price escalation clauses in private and public contracts to seek reimbursement for unpredicted cost spikes).

SMACNA will continue to monitor this issue by the minute and provide additional updates and guidance for members wherever they are headquartered and bid work. ■