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404-Quick-Seal System Now Manufactured

in Canada by 404 Metal Products Inc. Page 6

 Ontario Sheet Metal
Contractors Association

CROSSFLOW



THE OFFICIAL NEWSLETTER OF THE ONTARIO SHEET METAL CONTRACTORS ASSOCIATION

PROJECT PROFILE

This 'Farmhouse Facelift' Receives an A+

HGTV program features custom copper range hood constructed by OSWTC Program Director

Ontario Sheet Metal Workers Training Centre (OSMWTWC) Program Director and sheet metal artisan Scott Wood brought his craftsmanship into the spotlight in a recent episode of Farmhouse Facelift that aired on October 8, 2024. In Season 3, Episode 4, "A+ Schoolhouse," the renovation showcased Wood's exceptional skill in designing and fabricating a statement piece for the kitchen of his partner Sherry Waters' historic schoolhouse home. The custom copper range hood was not only a labour of love for Wood, but also a testament to the versatility and artistry of modern sheet metal work. By blending industrial materials with rustic design, Wood's creation truly became the focal point of the renovated space.



Originally built in 1871, the 1600 sq. foot schoolhouse located just north of Georgetown served the local community for nearly a century before being converted into a residential property

in 1968. With its original metal ceiling tiles and rich history, the building holds a special place not only in local heritage but in Waters' heart. Having completed

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Ontario Sheet Metal Contractors Association

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Crossflow is the official marketing publication of the Ontario Sheet Metal Contractors Association. Circulated four times per year, the e-newsletter is designed to provide association news and program updates, government affairs information, educational opportunities, as well as updates on current industry trends.



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This 'Farmhouse Facelift' Receives an A+

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Constructed after hours at the Ontario Sheet Metal Workers Training Centre in Oakville, the training centre even had a cameo in the episode. With a GoPro camera in place, every detail of the fabrication was captured.

some minor upgrades to the exterior of the home, Waters felt “stuck” with the appearance of her home’s interior.

With her sights set on a makeover that would breathe new life into the schoolhouse while honoring its roots, Waters submitted an application to Farmhouse Facelift. Following a tour of the space and a screening interview, she was selected for the show, marking the first schoolhouse project that hosts Carolyn Wilbrink and Billy Pearson had ever undertaken.

The renovation was both ambitious and meticulous. The schoolhouse had undergone many transformations over the years, resulting in a patchwork of flooring styles and architectural quirks. It was definitely a home that needed an update. Not only did the renovation involve the removal of “12 different flooring types,” it also included the design of a new kitchen, a comfortable living area, upgraded bathroom, and transformation of a cluttered laundry room into a func-

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This 'Farmhouse Facelift' Receives an A+

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tional mudroom.

The Farmhouse Facelift production team was excited to breathe new life into Waters' beloved home. Drawing on her desire for a modern look and her wish to preserve the home's historic charm, the renovation team blended modern features with nostalgic touches. The outcome was a contemporary yet rustic space where Waters could feel truly at home.

Early in the episode, Waters states that she wanted something "dramatic" to anchor the new kitchen and provide a focal point that would elevate the overall design of the space. It was only natural for Wood to step-up and lend his skill to contribute to the project in a meaningful way.

"I told the producers, 'You know, I could probably construct that range hood myself,'" he said. "After all, I am a sheet metal worker, and we can practically build anything out of metal."

Having presented examples of his work, including show pieces from both the Ontario and National apprenticeship competitions, the producers were eager to see what Wood could create. The design he envisioned was both functional and striking, and made to suit Water's taste for something "dramatic" for the space.

The range hood, measuring approximately three-feet-wide, five-feet-tall, and two-and-one-half feet-deep, had a strong presence, blending industrial style with rustic elegance. Constructed with a 1/8-inch black iron frame and 1/4-inch wood sheathing, the range hood was clad in 16-ounce copper sheeting providing a warm, aged appearance that would only enhance over time.

Wood admitted that designing the hood took some time, but the actual fabrication was surprisingly efficient, taking only about six to seven hours. Although the design team was looking for a seam-



less look, standard copper sheet sizes are typically three- by eight-feet, making it tricky to construct the hood without visible joints. But with his extensive expertise and experience, Wood was able to design an aesthetically stunning piece that would be a central focal point in the new kitchen.

Constructed after hours at the Ontario Sheet Metal Workers Training Centre in Oakville, the training centre even had a cameo in the episode which featured Wood providing Carolyn Wilbrink with some instruction on the sheet metal trade, and giving her the opportunity to try her hand at using the tools and applying the techniques required for sheet metal work. Additionally, with a GoPro camera capturing every detail, the fabrication process became an integral part of the episode, providing viewers with a glimpse into the craftsmanship behind the custom metalwork.

Once completed, the range hood was carefully transported to the schoolhouse, but Wood was deterred from seeing the interior in order to keep the big reveal secretive. The suspense added a touch of

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RECOGNITION

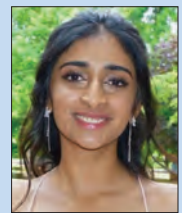
Wally McIntosh Scholarship Award Winners Recognized

The Ontario Sheet Metal Contractors Association (OSM) is pleased to announce the recipients of the 2024 Wally McIntosh Memorial Scholarship Awards. Named in honor of the late OSM president who valued education immensely and left a lasting legacy, this award recognizes outstanding young scholars. He would undoubtedly be proud of this year's talented recipients.

This year, OSM offered four \$2,500 scholarships to children of OSM member firm employees who are graduating from high school and entering college or university.

Each year, the panel of judges faces the challenging task of selecting the most deserving applicants. Candidates are assessed not only on their academic achievements but also on their extracurricular activities, community involvement, leadership qualities, and employment history. After much deliberation, the judges selected Arcy Patel, Ava Mcleod, Keiran Dobbin, and Sarah Garrow-Woycheshen as this year's recipients.

Arcy Patel, daughter of Dave Patel of E.S. Fox Limited, is attending Brock University to pursue an Honours Bachelor of Science in Nursing. Her ultimate goal is to enter medical school upon completing her nursing degree.



Arcy Patel

Ava Mcleod, daughter of Chad Mcleod of Trade-Mark Industrial,

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Message from the Executive Director

As we approach the end of another year, it's a fitting time to reflect on our achievements, and look ahead to the opportunities and challenges of the year to come.

With 2025 bringing a new round of bargaining, I have spent the past few months focused on preparation. The negotiation process is always a significant endeavour, requiring foresight and careful coordination across the province. As such, together with the Labour Relations Council, we have been actively engaging with our local associations to set a solid foundation for these upcoming discussions. Maintaining open lines of communication is paramount, and our preparatory meetings have been designed to foster collaborative relationships that will strengthen our position at the bargaining table.

In addition to these preparations, we will be meeting with the provincial conference to ensure that we are unified on the ground rules that will govern the upcoming negotiations. A clear framework not only establishes a fair playing field, but also sets expectations that both sides can work within. This approach, we believe, makes the negotiation process smoother and more transparent for everyone involved, while helping to maintain a level of professionalism and respectability amongst the group.

Beyond the negotiations, there are exciting events on the horizon. One of the highlights of next year will undoubtedly be the Ontario Sheet Metal Contractors Association Annual General Meeting, taking place March 30 to April 6, 2025. The beautiful setting of Portugal is sure to provide a welcoming atmosphere where our members will be able to connect on both professional and personal levels.

The AGM is always a valuable opportunity to bring members together, share insights, and build upon our collective knowledge. This year's program promises to be both enriching and enjoyable, offering a well-rounded blend of business sessions and social networking events. The educational program has been thoughtfully crafted to provide our members with the tools, knowledge, and industry updates that will be critical for facing the future challenges and opportunities in sheet metal contracting. In fact, within this issue of the *Crossflow*, we provide a preview of one of the sessions that was born from a collaboration between OSM and the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA). This professional development session will feature Rebecca Klein Scott and Keith Scott of TALLsmall Productions, who will provide delegates with an interactive experience that promises laughter and learning all at one time. Read more about this engaging session on page 6 of this issue. We are also pleased to welcome SMACNA's acting Secretary-Treasurer Todd Hill (President of VENTCON, Allen Park, MI) and his wife Tammy to the convention. Having one of SMACNA's senior leaders present demonstrates the importance of interaction between the two associations.



I would also like to extend congratulations to the skilled apprentices who competed at the Ontario Apprenticeship Competition held in Thunder Bay, ON, on September 11 and 12. I was pleased to have had the opportunity to attend the competition and the banquet, and see these fine competitors receive their well-earned awards.

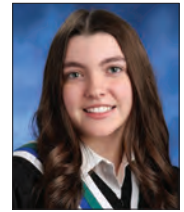
As the year draws to a close, I would like to express my heartfelt thanks to each and every member of our association for their hard work, dedication and passion for our industry. It is through your efforts that we continue to grow, innovate and build a strong community within the sheet metal sector. Your commitment to excellence not only strengthens the OSM but also enriches the industry as a whole.

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Wally McIntosh Scholarship Award Winners Recognized

is enrolled at Wilfrid Laurier University, studying Psychology. Her academic goal is to complete her four-year program in psychology and then pursue a Bachelor of Education.



Ava McLeod

Keiran Dobbin, son of Shane Dobbin of Adamson & Dobbin Ltd., is currently attending St. Francis Xavier University in Antigonish, NS. He is majoring in Human Kinetics with the goal of becoming a secondary school teacher.



Keiran Dobbin

Rounding out the four winners is **Sarah Garrow-Woycheshen**, daughter of Kevin Margarit of Rugged Air Industries. Sarah is attending Lakehead University to pursue an Honours Bachelor of Arts with a specialization in Psychology. Her goal is to graduate with honors and attend graduate school.



Sarah Garrow-Woycheshen

OSM encourages its members to continue sharing and promoting this scholarship within their companies to support future leaders and scholars.

For more information, please visit the OSM website.

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Ontario Apprenticeship Competition Showcases Skilled Trades Talent

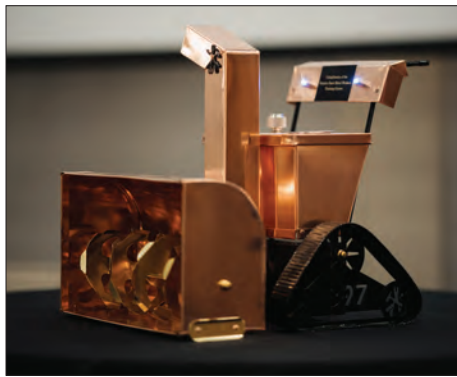
Thunder Bay, ON, became a bustling hub for Ontario's finest young tradespeople on September 11 and 12 as the city hosted the 51st Ontario Apprenticeship Competition. This year's event brought together 15 talented apprentices from across the province to showcase their skills and craftsmanship in the sheet metal trade.

Scott Wood, Provincial Training Director of the Ontario Sheet Metal Workers Training Centre and competition administrator, expressed pride in both the apprentices who competed, as well as the project chosen for this year's competition.

"We decided to build something that we felt was fitting for the Thunder Bay area," he explained. "Given the amount of snow this region sees each winter, we were really happy to craft a snowblower."

This unique project constructed of copper and brass allowed the competitors to demonstrate an impressive range of skills, from precise measurements and complex fabrication techniques to advanced welding and finishing work.

Participants in the competition represented their respective locals and the companies who support their apprenticeships, adding a sense of camarade-



rie and pride to the event. The Ontario Apprenticeship Competition is a critical platform for young tradespeople to not only demonstrate their craftsmanship to the general public, but also an opportunity to compete with fellow peers.

Over the two-day event, participants were evaluated for their craftsmanship, precision, time management, and safety practices. Each competitor was also challenged in a theory component, further allowing them to showcase their skills.

"It's an honour to be chosen to represent our local and all the sheet metal workers in Local 30," said participant, Travis Brinovec, of Local 30 Toronto

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OSM AGM UPDATE



TALLsmall Productions to Headline OSM AGM Business Sessions

The Ontario Sheet Metal Contractors Association – in collaboration with the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) – is excited to announce an exclusive professional development session planned for the OSM Annual General Meeting, taking place March 30 to April 6, 2025, in Portugal.

Leading the session will be the dynamic husband-and-wife duo, Keith Scott and Rebecca Klein of TALLsmall Productions. Renowned for their expertise in enhancing communication skills within business groups, Scott and Klein will kick-off the AGM's business sessions with a special professional development class. This session, packed with improv-style communication exercises, promises to be both highly engaging and educational.

Designed with management executives in mind, this session aims to help participants communicate with charisma, clarity, and compassion. Through a series of fun, interactive activities, attendees will learn techniques to communicate effectively, interpret body language cues, enhance listening skills, and

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Ontario Apprenticeship Competition



(AFC Heating). “The project was a little more challenging than I was expecting, but it has to be challenging for everyone in order to level out the playing field.”

According to Isaiah Rossignol of Local 235 Windsor (Black & McDonald), “I think this competition is a great opportunity to come and show everybody the skills we’ve learned over the past five years.”

“Everything we’ve learned in school has now come together in this competition,” he said. “I like being a sheet metal worker because I have the opportunity to learn a little bit about everything, and I think that’s what makes us stand out from the rest of the trades.”

Following the hands-on competition, a banquet was held to honour the apprentices and celebrate the winners in a formal ceremony. This event was a chance to recognize the achievements of all participants and acknowledge the high level of dedication each apprentice displayed. The awards ceremony highlighted not only technical accomplishments but also the values of teamwork, perseverance, and camaraderie.

The winners of the 2024 Ontario Apprenticeship Competition were as follows:

- **First Place – Travis Brinovec**, Local 30 Toronto (AFC Heating).
- **Second Place – Josh Keaveney**, Local 30 Toronto (Flynn Canada).
- **Third Place – Aaron Andrushuk**, Local 397 Thunder Bay (North West Industries).
- **Fourth Place – Roger Babluck**, Local 47 Ottawa (Modern Niagara).
- **Fifth Place – Rhys Lambart**,

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PRODUCT PROFILE



404-Quick-Seal System Now Manufactured in Canada

The 404-Quick-Seal rubber EPDM gasket system, a specialized joining mechanism designed for round pipe and fittings, is now being manufactured in Canada, thanks to an exclusive partnership with 404 Metal Products Inc.

Originally developed and marketed in Europe, the system had only been available in the United States until recently. Recognizing the potential demand and multiple benefits the system can provide Canadian contractors, 404 Metal Products began manufacturing the product in August 2024.

After purchasing specialized machinery and providing extensive training to its employees, 404 Metal Products is now positioned to provide the product to contractors across the province. The move aligns with the company’s commitment to providing high-quality, innovative products to the Canadian marketplace. It also marks a significant step forward for Canadian HVAC contractors.

The 404-Quick-Seal system offers a number of distinct advantages that make it highly valuable to contractors. The system is adaptable for various installation requirements. Its design eliminates the need for additional sealers or solvents, which not only reduces material costs but also promotes environmental sustainability by minimizing the release of harmful chemicals. This environmentally friendly feature has already earned the

system high marks among contractors looking to adopt greener practices.

One of the standout benefits of the 404-Quick-Seal System is its efficiency and ease of use. The system is easily adjustable, enabling quick, precise installations that save both time and labour costs. Meeting Class D tightness standards as outlined in the Standard Rating data sheets, the system ensures a high level of reliability and durability in HVAC connections. The result is a secure, tight seal that enhances the performance of HVAC systems, leading to longer-lasting installations and fewer maintenance needs over time.

For Canadian contractors, this innovative solution provides a competitive edge, allowing them to streamline their operations, reduce expenses, and deliver quality installations. The cost-effectiveness of the 404-Quick-Seal system, combined with its adaptability and environmental benefits, makes it a transformative product in the HVAC industry. 404 Metal Product’s investment in manufacturing the 404-Quick-Seal system in Canada demonstrates a commitment to supporting the industry and meeting the evolving needs of HVAC professionals across the province.

For more information, contact 404 Metal Products Inc. at (905) 888-9200 or email sales@404metalproducts.com.

SMACNA UPDATE

SMACNA Appoints 2024/2025 President & Incoming Executive Committee Members

The SMACNA Board of Directors welcomes Tom Martin, President of Cleveland-based T.H. Martin Inc., as its 2024/2025 President. Martin takes the reins from current SMACNA President Carol Duncan.

Martin has been a steady and involved member of SMACNA, having sat on the National Contractor Manual Task Force Committee, Mega-Project Task Force, HVAC Council Steering Committee, SMACNA/SMART National Market Recovery Committee, and the SMACNA National Strategic Planning Task Force Committee. He is heavily involved with workforce development initiatives locally and nationally, and has played a pivotal role in lobbying efforts to reform registered apprenticeship laws and regulations, pension policies, infrastructure policies, and prevailing wage enforcement legislation. He also served as President of SMACNA-Cleveland for a decade.

“Martin is a forward-thinking leader who has made significant contributions to the industry on both a national and lo-

cal level,” said Aaron Hilger, SMACNA’s Chief Executive Officer. “He is dedicated to driving innovation and fostering collaboration among industry stakeholders, and we’re excited for what’s ahead.”

“I’m honored to serve as President of SMACNA and to build upon the great work of my predecessors,” Martin said. “In the year ahead, I’m committed to enhancing SMACNA’s legislative efforts and promoting careers in the trades. By amplifying our influence in policy-making and championing the value of trade professions, we can build a sustainable path forward for our industry and workforce.”

The following individuals also have advanced to new positions within SMACNA’s Executive Committee:

- **Todd Hill** (*Ventcon*) – President Elect.
- **Scott Vidimos** (*Vidimos Inc.*) – Secretary Treasurer.
- **Joseph Samia** (*Central Consolidated Inc.*) – Vice President.
- **Carol Duncan** (*General Sheet Metal*) – Immediate Past President

SOURCE: SMACNA News

TALLsmall Productions to Headline OSM AGM Business Sessions

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gauge tone. By focusing on these essential aspects, the session will equip participants with tools for more impactful and clear communication.

Adding to the experience, Scott and Klein will introduce activities that help decode personality types, making communication styles more adaptable and effective. Participants will explore the four main personality types, gaining insights into their own traits and learning to recognize that of others’. By understanding how we naturally shift between these types based on context, moods, and time of day, attendees will see how self-aware-

ness and adaptability can lead to better communication and reduced friction in the workplace.

The session will close with practical strategies for tackling negative self-talk. Participants will gain actionable tips for managing their inner dialogue, helping them to replace self-sabotaging thoughts with empowering ones that foster success.

This unique, interactive experience with TALLsmall Productions is sure to be a highlight of the 2025 OSM AGM, offering participants valuable communication tools that will resonate long after the event.

SMACNA NEWS



SMACNA Collaborates with TheLink.ai on AI Policy & Training

The Sheet Metal and Air Conditioning Contractors’ National Association (SMACNA) has announced a strategic partnership with TheLink.ai, a major innovator in artificial intelligence (AI) solutions.

This collaboration aims to advance SMACNA’s AI training and policy initiatives, enhancing the industry’s adoption and implementation of cutting-edge technologies, and providing members with essential insights and training, as AI continues to grow in importance.

The initiatives will focus on equipping industry experts with the skills and insights necessary to leverage AI.

The partnership combines the technical, training, and content expertise of TheLink.ai with SMACNA’s extensive industry knowledge and influence. Together, they will develop and deliver advanced AI training programs tailored to the specific needs of the sheet metal and air conditioning sectors.

The initiatives will focus on equipping industry professionals with the skills and insights necessary to leverage AI for improved efficiency, safety, and innovation in their operations.

“Partnering with TheLink.ai

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Ontario Apprenticeship Competition

Local 562 Kitchener (Trade-Mark Industrial). Lambert was also the recipient of the Congeniality Award.

Each of the recipients represent the future of the industry, bringing with them new skills, innovation and passion for their work. Their success is a testament to the rigorous training provided by their local unions, contractors, and training centres, as well as dedication to their craft.

As Ontario continues to experience growth in the construction industry, the demand for skilled tradespeople shows no signs of slowing. The Ontario Apprenticeship Competition serves as a reminder of the vital role apprentices play in their industry, driving innovation and maintaining high standards of quality in their work. Skilled professionals like those who competed in Thunder Bay are invaluable in a trade that remains dynamic, rewarding, and fundamental to the province's infrastructure. The competition once again proved to be a true celebration of the sheet metal industry's bright future.

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Message from the Executive Director

On behalf of the Ontario Sheet Metal Contractors Association, I wish you all a very Happy Holiday Season and a prosperous New Year. Hopefully, the season will bring a time of rest, celebration and rejuvenation to everyone. May 2025 bring new successes for each of you, individually, and for our association collectively. I look forward to the coming year with optimism and excitement, knowing that together we will continue to shape the future of the Ontario sheet metal industry.

— Tony Morganelli, Executive Director

This 'Farmhouse Facelift' Receives an A+

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excitement, not only for Waters who would see the final product for the first time during final filming, but also for Wood who would see just how pivotal his work would be in the renovated home. Originally filmed in November 2023, the reveal – which aired on October 8, 2024, in Canada – truly captured the emotional impact upon Waters when she saw her cherished home come back to life.

The range hood truly became an iconic piece within the renovated kitchen, embodying both the building's historic charm and Waters' desire for a modern look. The choice of copper, with its warm tones and timeless appeal, added an artisanal quality to the kitchen, making it a focal point within the restored schoolhouse.

For Waters, the completed renovation marked a new chapter in her journey. The schoolhouse is not only a building, but a repository of memories and a space that holds deep emotional significance. Each element of the renovation, from the new flooring to Wood's custom range hood, transformed the schoolhouse from old and tired, into an A+ place of comfort and beauty.



For Wood, the opportunity to provide his skill and artistry, and contribute in a meaningful way meant a lot to him. Not only did the episode highlight the artistry involved in sheet metal work, but it also demonstrated the importance of skilled trades in creating custom, high-quality pieces to elevate a building's aesthetic.

The Farmhouse Facelift "A+ Schoolhouse" episode can be viewed on HGTV or through Stack TV available on Prime.

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SMACNA Collaborates with TheLink.ai on AI Policy & Training

allows us to bring the latest advancements in AI directly to our members," said Linda Jennings, Executive Director of Innovation, Integration, and Learning at SMACNA, adding "This collaboration will elevate the technical competencies of our workforce and help set a new standard for AI policy and practice within the industry."

The joint initiatives will also address critical policy considerations, ensuring that the integration of AI technologies aligns with best practices and regulatory requirements.

By fostering a deeper understanding of AI's potential and guiding its ethical and effective use, SMACNA and TheLink.ai aim to position the industry at the forefront of technological advancement.

"TheLink.ai is honored to support SMACNA in transforming the way the industry approaches AI," said Hugh Seaton, CEO at TheLink.ai, adding "Our goal is to empower professionals with the tools they need to drive progress and innovation through AI, and this partnership is a significant step toward that vision."

SOURCE: SMACNA News