

SHEET METAL WORKERS'



LOCAL 36



SHEET METAL WORKERS' LOCAL 36 VALUE IN EVERY PROJECT WE TOUCH

LOCAL 36 VISION

Exceptional people working together to deliver exceptional value to our contractor partners and one another.

BETTER PEOPLE MAKE THE DIFFERENCE

To Sheet Metal Workers' Local 36, the values in our heads and hearts are as important as the tools in our hands. We build strong relationships between our members and the contractors they serve and open a work environment that invites respect and rewards excellence. But most importantly, at the end of the day, we make our contractor's business stronger than the day before.

This foundation of our business is built on six cornerstones:

- **Value** – Deliver what is promised and strive to add value beyond what is expected.
- **Integrity** – Base every professional relationship on trust, do the right thing when dealing with business issues and communicate open and honestly.
- **Flexibility** – Connect contractors to an on-call workforce with the skills in place to deliver the highest performance on any sheet metal project.
- **Respect** – Treat everyone on the jobsite with dignity and welcome the ideas of all.
- **Teamwork** – Collaborate to share knowledge, solve problems and build a strong network.
- **Accountability for Results** – Set high expectations for every job we do and respond to any issues quickly and efficiently.



John Zipf, Zipf-Air

"Becoming a Local 36 signatory contractor in 2001 was the best business decision I've ever made. Local 36 has been a pleasure to work with, and I know I'm hiring the most qualified sheet metal workers in the field. Best of all, I've seen my jobs – and profits – double in just one year alone. My only regret is not partnering with Local 36 sooner!"



Gayle Lackey
Lackey Sheet Metal/
St. Louis Blow Pipe

"I consider Local 36 a key factor in my business strategy. When I make the call to Local 36, I am confident they will send an experienced, skilled craftsman that will work safely, whether it's HVAC, Architectural or Industrial work. The Local 36 qualified skilled worker is what sets us apart and impacts our bottom line."

BUILDING YOUR BUSINESS. TOGETHER.

For more than 120 years, Sheet Metal Workers' Local 36 has devoted ourselves to building value for the area's signatory contractors. We've helped these companies grow their profitability by identifying new opportunities, providing support and connecting them to the safest, most skilled and most highly trained workforce in the industry.

Your profitability is as important to us as the protection of our workers. We've torn down the perceived barriers between the two by creating a mutually beneficial working environment.

Thanks to Local 36's Sheet Metal Training Center, members build their skills at the region's best training facility, and contractors get the most qualified workers in the area. Our compensation program provides members with a good living wage while reducing a contractor's staffing costs. And our flexible workforce means contractors have the staff in place to bid on the most profitable contracts and keep talented sheet metal workers employed.

We invite you to explore this information kit and read our contractors' real-world stories to learn how Local 36 can work for you. You'll be pleasantly surprised just how easy and affordable it is to work with Local 36.

**Integrity. Value. Flexibility.
Local 36 offers them all.**

QUALITY OF WORKMANSHIP

TESTIMONIAL



“THERE’S A SENSE OF PRIDE IN LOCAL 36 MEMBERS THAT I DON’T FIND IN MANY OTHER WORKERS. EACH ONE FEELS A PERSONAL RESPONSIBILITY IN A JOB’S SUCCESS AND MAKES EVERY EFFORT TO COMPLETE A PROJECT ON TIME, ON SCOPE AND UNDER BUDGET. I’M SATISFIED, AND THE CUSTOMER’S SATISFIED. AND THERE’S NOTHING MORE IMPORTANT THAN THAT!”

MIKE CORRIGAN, LYON SHEET METAL WORKS

FUSING OLD-WORLD CRAFTSMANSHIP WITH MODERN TECHNOLOGY

Local 36 takes great pride in every job we deliver. There’s no better sense of accomplishment than a job done right – it’s what we’ve built our business and those of our contractors on for generations.

Local 36 workers specialize in a variety of sheet metal projects, including HVAC, architecture, industrial and residential. And we’re the only craftsmen in the industry that touch a project at every point of construction. From fabrication to installation to maintenance, we ensure our workmanship exceeds your expectations and your project continues to meet your requirements long after we leave your jobsite.

In addition, Local 36 members contribute to a well-coordinated worksite by doing everything possible to finish our work ahead of schedule – without compromising quality – to keep your job moving.

WHY LOCAL 36 MEMBERS STAND APART

- Expertise in all facets of sheet metal fabrication, installation and maintenance
- An unwavering dedication to excellence
- Skills built over generations

GUARANTEEING OUR WORK

Saying we do a job right is one thing. Proving it is another. All Local 36 work performed is backed by our Workmanship Guarantee. This Guarantee, unmatched in the industry, ensures complete customer satisfaction with every project we complete.

All work is guaranteed for a period of five years, and if a problem does arise during this time, we’ll fix it at no cost to your customer or to your business. It’s this dedication to customer satisfaction that separates Local 36 members from other sheet metal workers and leads to referrals that are key to your company.

**THE LOCAL 36
WORKMANSHIP GUARANTEE:
5-YEAR FULL-COVERAGE WARRANTY
ON ALL SHEET METAL PROJECTS**

TESTIMONIAL



“ALONG WITH WORK QUALITY, THE SAFETY OF OUR WORKERS AND OUR CLIENTS IS OUR BIGGEST CONCERN. THANKS TO LOCAL 36 AND ITS 30 HOURS OF OSHA TRAINING, WE GET THE BEST TRAINED, SAFEST WORKERS IN THE INDUSTRY AND BENEFIT FROM LOWERED WORKERS COMPENSATION COSTS.”

JERRY FIELDER, SPRINGFIELD ENGINEERING COMPANY, INC.

SAFEGUARDING YOUR PERSONNEL AND YOUR PROFITS

No matter the project, no matter the budget, nothing is more important than the safety of your clients, your employees and yourself. Local 36 wants every worker on your team to stay safe and go home to his or her family after a good day's work.

The construction industry is one of the most dangerous in the U.S. today. A 2006 study by Bureau of Labor Statistics found in 2004:

- Construction workers accounted for one in five on-the-job fatalities
- Construction workers accounted for one in 10 nonfatal workplace injuries and illnesses
- 401,000 construction workers incurred nonfatal workplace injuries and illnesses

For Local 36, one injury is one too many. For this reason, every Local 36 member must pass two mandatory safety programs – Occupational Safety & Health Administration (OSHA) training and drug testing – as a condition of membership at no additional cost to contractors.

OSHA TRAINING

All Local 36 apprentices receive 30 hours of OSHA training specifically geared toward the sheet metal industry. A portion of the training focuses on general OSHA construction standards, including personal protective and lifesaving equipment, materials handling, and hand and power tools, while 14 hours focus on the most important safety issues facing sheet metal workers, such as welding and cutting.

**EVERY LOCAL 36 MEMBER UNDERGOES
30 HOURS OF OSHA TRAINING.**

MANDATORY DRUG TESTING

The construction industry faces higher rates of drug and alcohol use among its workers than any other field. A 2006 report by the Department of Health and Human Services Substance Abuse and Mental Health Services Administration found among construction workers between the ages of 18 and 49, 21% admitted to illegal drug use over the past year and 13% admitted to heavy alcohol use.

Local 36 maintains one of the most stringent drug testing policies in the construction industry today. All of our members are tested initially upon entering the apprenticeship program and may undergo random and due cause testing at any time.

ALL LOCAL 36 MEMBERS PARTICIPATE
IN A CONTINUOUS ALCOHOL
AND DRUG TESTING PROGRAM.

THE EFFECT ON YOUR BOTTOM LINE

With these two programs in place, Local 36 protects both your personnel and your profits. Because our workers are drug tested and receive 30 hours of OSHA training, you'll see your workers' comp premiums and claims decline considerably.

TESTIMONIAL



“THE REGULAR SUBSTANCE ABUSE TESTING CONDUCTED BY LOCAL 36 IS A SIGNIFICANT COMPONENT TO ENSURING WE HAVE SAFE, RELIABLE WORKERS.”

TOM SKAGGS, MURPHY COMPANY

INCREASE PROFITS

TESTIMONIAL



“LOCAL 36 ALLOWS ME TO CONCENTRATE ON GROWING MY BUSINESS RATHER THAN FOCUSING ON MY WORKFORCE. BY REDUCING HIRING AND BENEFIT COSTS AND HAVING THE ABILITY TO BID ON HIGHLY LUCRATIVE CONSTRUCTION JOBS, I HAVE SEEN MY PROFITS TRIPLE SINCE BECOMING A SIGNATORY CONTRACTOR.”

DARRIN ARNOLD, AIR MEDICS

IT ALL BEGINS WITH A SPARK

Local 36 members aren't just welders, fabricators and installers. We're businesspeople focused on your bottom line. Local 36 makes your day-to-day work easier by guaranteeing superior workmanship on every sheet metal project we touch. We simplify many of the business obligations that eat up your valuable time and costs, including staffing and benefits tracking. We even help you advertise and connect with potential opportunities in a cost-effective manner. These all add up to big savings for your company.

PRODUCTIVITY = PROFITABILITY

A successful job depends on the skills of the workers you hire and how quickly they can deliver a quality product. A study by the National Bureau of Economic Research discovered that the productivity of union construction workers on commercial and retail buildings was at least 31% and as much as 51% higher than non-union construction workers.

Local 36 has skilled, driven workers available at all times to respond to any sheet metal project you have. That means you can bid on profitable jobs and ensure the projects are completed on time and on budget. Plus, the better a job is performed, the happier your customers and the stronger your referrals. And in this business, a good referral means everything to profitability.

**THE AVERAGE LOCAL 36
CONTRACTOR SAW ITS
PROFITS GROW BY WORKING
WITH LOCAL 36.**

FIXED EMPLOYMENT COSTS

Personnel costs are never a surprise when you turn to Local 36. You pay one hourly rate, and we handle all compensation and benefit plans. Plus, wage rates remain constant until the next contract negotiations so there is never a surprise when it comes to the payroll. Best of all, your workers enjoy a fair living wage that rewards them for their efforts while you remain profitable.

OVER ►

LOCAL 36 INCREASE PROFITS

THE INDUSTRY'S BEST BENEFITS AT NO ADDITIONAL COST

Managing worker benefit plans can cost your company considerably – both in terms of the expenses associated with offering benefits and the time commitment to administer them. As a signatory contractor, you – and your employees – enjoy the best benefits in the industry:

- Health, vision, dental and prescription plans
- International and Local 36 pension programs
- 401K plan
- Life insurance and accidental death

Most importantly, Local 36 manages every aspect of each benefit program for you, allowing you to concentrate on new business opportunities.

LOCAL 36 REDUCES OVERHEAD COSTS FOR A CONTRACTOR.

CONNECTING WITH CUSTOMERS. AND EACH OTHER.

Local 36 gives you the ability to broaden your client base simply by joining the organization. While our customers' satisfaction with our workmanship speaks the loudest, we also offer a variety of professional growth, networking and marketing programs that help you get the word out about your business.

- Access to multi-employer networking
- Advertising opportunities on www.sheetmetal36.org
- Membership in the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA)
- Promotional campaigns to target the end customer
- Local 36 business representatives focused on growing business for signatory contractors

There are more than 2,300 of us at Local 36, all working together on one end goal – increasing profitable opportunities for our signatory contractors.

TESTIMONIAL



“ONE OF THE BIGGEST ADVANTAGES OF BEING SIGNATORY TO A LOCAL UNION IS THE AVAILABILITY OF QUALIFIED MECHANICS. DURING THE PROCESS OF BIDDING A LARGE PROJECT, THERE IS NEVER ANY CONCERN ABOUT HAVING ENOUGH PEOPLE TO MAN IT. ANOTHER REASON IS IN TODAY'S ECONOMY, I REALLY NEED TO WATCH MY COSTS IN ORDER TO REMAIN PROFITABLE. BUT I ALSO DON'T WANT TO CUT THE BENEFITS OF HARD-WORKING EMPLOYEES EITHER – EVERY PERSON IS ENTITLED TO A LIVING WAGE. WITH LOCAL 36, I DON'T HAVE TO WORRY. THEY HANDLE ALL EMPLOYEE BENEFITS, SO MY WORKERS GET THE BEST IN HEALTHCARE, INSURANCE AND RETIREMENT PLANS AT NO ADDITIONAL COST TO ME.”

ROBERT SCHNITZER, ROCK HILL MECHANICAL CORPORATION

LOCAL 36 FLEXIBLE WORKFORCE

TESTIMONIAL



“WHEN I NEED A SHEET METAL EXPERT ON A MOMENT’S NOTICE, I CALL LOCAL 36. I GET A QUALIFIED WORKER I CAN TRUST WILL DO AN EXCELLENT JOB WITHOUT HAVING TO SPEND TIME SEARCHING FOR EMPLOYEES IN THE NEWSPAPER OR INTERVIEWING CANDIDATES. LOCAL 36 TAKES THE STRESS OUT OF MY STAFFING ISSUES.”

GEORGE EDINGER, C&R MECHANICAL COMPANY

2,300 QUALIFIED WORKERS – READY TO GO TO WORK FOR YOU

When it’s crunch time, and your jobsite is short on staff, one call to Local 36 can eliminate the stress that comes with recruiting a qualified workforce.

Whether you have a fast-track job that needs an experienced sheet metal worker for one day or a lucrative job down the pipeline that requires a full staff for months at a time, Local 36 members have the expertise to complete any project on your schedule.

LOCAL 36 MEMBERS SPECIALIZE IN ALL AREAS OF THE SHEET METAL INDUSTRY.

HVAC Service
HVAC Commercial
HVAC Residential
Gutters
Architectural

Lockers and Shelving
Air/Hydronic Balancing
Indoor Air Quality
Fire Life Safety
Sound Vibration

Kitchen Equipment
Custom Fabrication
Industrial/Manufacturing

SIMPLIFY YOUR STAFFING ISSUES

One of the biggest concerns for contractors today is a limited workforce pool. It’s harder than ever to find qualified help through want ads, and interviewing candidates and performing background checks is both time-consuming and costly.

Local 36 cures your staffing headaches by acting as your on-call human resources department. We have more than 2,300 highly-skilled members and an at-capacity apprentice program training tomorrow’s journeymen. Every worker we send to your jobsite has more than 9,000 hours of education and training under his or her belt and is alcohol and drug-tested – 30 hours of OSHA training.

Now you can spend more time on what’s important – growing your business rather than growing your workforce.

OVER ►

LOCAL 36 FLEXIBLE WORKFORCE

FLEXIBILITY IS KEY

Hiring qualified workers is one thing. Keeping them working at all times is another. With Local 36, you don't have to keep a staff on full-time during a project lull. When a job is completed, you can decide if your worker's time at your company is done. This adds up to huge savings for your company and allows the member to go right to work on another Local 36 contractor project. When you need to ramp up your staff again, just give us a call.

Don't stunt your growth simply because you don't have the manpower in place. Local 36 is ready to help you boost profitability through our on-demand workforce.

STAFFING BENEFITS

- 2,300 workers just a call away
- Continued training for workers – at no additional cost to your business
- No valuable time wasted on placing help wanted ads or interviewing candidates
- Labor costs are constant for the duration of the contract
- Staffing can end at the close of a project

TESTIMONIAL



“THERE IS A DISTINCT ADVANTAGE TO BEING A CONTRACTOR WHO EMPLOYS MEMBERS OF SHEET METAL WORKERS' LOCAL 36. I KNOW I WILL ALWAYS HAVE A WELL-TRAINED, PROFESSIONAL WORKFORCE AVAILABLE SO THAT I CAN ACTIVELY SOLICIT ANY JOBS I WISH TO BID.”

GEORGE “BUTCH” WELSCH, WELSCH HEATING AND COOLING COMPANY

APPRENTICESHIP/TRAINING

TESTIMONIAL



“HANDS DOWN, THE SHEET METAL TRAINING SCHOOL OFFERS THE BEST TRAINING FOR BOTH APPRENTICES STARTING THEIR CAREERS AND FOR JOURNEYMEN CONTINUING THEIR EDUCATION. THEIR INSTRUCTORS ARE THE BEST IN THEIR FIELD AND STAY ON TOP OF THE LATEST TECHNOLOGIES SO I’M SURE I’M GETTING THE BEST TRAINED WORKERS WHEN I NEED THEM.”

GEORGE HULET, HULET HEATING

INCREASING PRODUCTIVITY THROUGH EDUCATION

Attention to detail. Quality craftsmanship. A dedication to client satisfaction. They’re traditions that have been passed on from journeymen to apprentices for generations.

Local 36 believes educating new sheet metal workers and developing those who have been in the field is the keystone of a successful contractor/member relationship. For this reason, Local 36 and our contractor partners invest more than \$3 million annually in training through our Joint Apprenticeship and Training Committee (J.A.T.C).

Our biggest education effort is our Department of Labor, Office of Apprenticeship registered schools in St. Louis, Fulton and Springfield, MO, including the 20,000-square-foot St. Louis Sheet Metal Training School. The Training Schools pave the road for success and assist workers at every step in their career journey. Led by instructors who are experts in the field, the curriculum is designed and overseen by the International Training Institute (ITI) and features the most technologically-advanced education tools.

APPRENTICESHIP PROGRAM

Local 36 accepts only the most qualified, driven candidates for our five-year apprenticeship program. Because sheet metal fabrication and installation is such a finite specialty, it takes more than getting one’s hands dirty on a jobsite to be successful. Local 36 instructs tomorrow’s future sheet metal workers on all aspects of sheet metal work, including mathematics, drafting and geometry.

Along with on-the-job training, apprentices experience real-world scenarios right at our Training Schools, which are equipped with a service lab, American Welding Society (AWS)-certified welding lab, extensive architectural mockups, computer-aided drafting (CAD) lab, and testing and air balancing (T.A.B) training. In addition, all apprentices receive 30 hours of OSHA training and undergo alcohol and drug testing to ensure they’re not only educated, but safe.

**LOCAL 36 AVERAGES 300 TO 400 APPRENTICES
INDENTURED TO THE PROGRAM AND
GRADUATES 50 TO 75 EACH YEAR.**

JOURNEYMEN PROGRAM

In addition to housing our apprentice program, the Training Center is equipped to meet the continuing education needs of our journeymen. Our flexible night classes allow members to put in a full day’s work and take classes in the evening to maintain their mechanical licenses on a schedule that meets their professional and personal obligations. And in the end, those who benefit most from this advanced training are our contractors and their customers.

A dedication to excellence. A devotion to education. Local 36’s training program stands out from all others in the construction industry.

APPRENTICESHIP/TRAINING

THE SHEET METAL TRAINING CENTER OFFERS EXTENSIVE EDUCATION FOR:

- Testing, Adjusting and Balancing (TAB)
- Service
- Layout
- Computer Aided Drafting (CAD)
- Foreman Training
- AWS-Certified Welding
- Blueprint Reading
- Drafting
- Architectural Sheet Metal
- Safety
- Codes
- Professional Education Units for St. Louis County Mechanical License

NEW JOB MARKETS

TESTIMONIAL



“THIS IS A COMPETITIVE MARKETPLACE AND BEING A SIGNATORY CONTRACTOR WITH LOCAL 36 GIVES US A DISTINCT ADVANTAGE WHEN WE BID ON PROJECTS. THIS PARTNERSHIP HELPS US WIN NEW JOBS AND MAKES GOOD BUSINESS SENSE.”

ANDREW SCHNEIDER, SCHNEIDER SERVICE COMPANY

THE EDGE YOU NEED TO BID ON THE JOBS YOU WANT

Bidding on jobs is a competition like no other. Often, the right job can mean the difference between a profitable year and a disappointing one. By teaming up with Local 36, you'll immediately gain a competitive advantage over non-signatory contractors.

STAY ON TOP OF THE CHANGING MARKET

When the industry evolves, it's important to remain ahead of the curve. New markets in the construction field are opening new opportunities for those contractors who are on top of the latest technologies and ready to take on any challenge.

Many non-signatory contractors must pass on lucrative contracts simply because they don't have the flexible workforce in place to handle unique projects. As a Local 36 contractor, you have a staff of 2,300 qualified candidates with expertise in the latest construction technologies available with one phone call.

Each Local 36 member is also offered continual professional training at our state-of-the-art facilities to learn the latest technologies or strengthen their specialization in growing markets, including architecture, retrofitting, repair and green construction.

WHERE LOCAL 36 CONTRACTORS SEE THE GREATEST GROWTH OVER THE NEXT FIVE YEARS:

- Repair, add-on and replacement capabilities
- Light industrial and light commercial
- Green projects
- Retrofitting
- Medical
- Power generation

NEW JOB MARKETS

CONNECTING YOU TO THE CORPORATE MARKET

Corporate clients often feel the same devotion to protecting workers' rights as Local 36. They believe every sheet metal worker should receive a fair living wage, adequate compensation and a safe work environment. At the same time, they want qualified workers who can deliver the best in craftsmanship under tight schedules and firm budgets.

For these reasons, more and more of the region's largest construction firms and Fortune 500 companies are only accepting bids from signatory contractors. In fact, many of these job opportunities are limited to Local 36 members and represent some of the largest, most lucrative projects in Missouri. When you hire your staff through Local 36, you can stake your claim in this rapidly growing market.

**A LARGE PERCENTAGE OF MAJOR PROJECT
BID OPPORTUNITIES ARE OPEN
ONLY TO SIGNATORY CONTRACTORS.**

TESTIMONIAL



“SINCE JOINING LOCAL 36, NEW OPPORTUNITIES HAVE OPENED FOR OUR COMPANY, ESPECIALLY IN REGARDS TO PROFITABLE GOVERNMENT AND CORPORATE JOBS. WE HAVE WON JOBS WE NEVER COULD HAVE BID ON AND GREW OUR PROFITS SIGNIFICANTLY.”

RAYMOND BRISON, BRISON MECHANICAL



“THE ANNUAL U.S. MARKET IN GREEN BUILDING PRODUCTS AND SERVICES WAS OVER \$7 BILLION IN 2005 AND IS NOW OVER \$12 BILLION. SHEET METAL WORKERS’ LOCAL 36 IS PROVIDING CONTRACTORS WITH SKILLED WORKERS WHOSE UNIQUE TRAINING ENABLES COMPANIES TO PARTICIPATE IN THIS RAPIDLY EXPANDING MOVEMENT.”

EMILY ANDREWS, LEED AP, EXECUTIVE DIRECTOR,
U.S. GREEN BUILDING COUNCIL – ST. LOUIS REGIONAL CHAPTER

HELPING YOU TAKE THE NEXT BIG STEP – GOING GREEN

The demand for green construction is skyrocketing. In fact, according to the U.S. Green Building Council (USGBC), the value of building green is projected to rise to \$60 billion by 2010.

Business owners and homeowners alike have seen the positive effect going green has on the environment – and their bottom lines in relation to reduced energy costs – and are searching for contractors that specialize in green practices.

In order to take advantage of this growing market, sheet metal contractors must have a staff of LEED (Leadership in Energy & Environmental Design) certified experts in place. In fact, two of the seven sections of LEED certification – Energy and Atmosphere and Indoor Environmental Quality – directly involve the expertise of sheet metal workers and their contractors.

To assist those contractors pursuing LEED construction or green building projects, Local 36 member training focuses on the latest LEED guidelines:

- **HVAC** – teaches good duct design and installation practices
- **Residential** – allows for instruction and training in retro-fit, and add-on and replacement
- **HVACR Service** – teaches the proper techniques and principles for troubleshooting, service and repair of HVAC equipment and systems, and the understanding of refrigeration principles and their application to CFC’s
- **Testing, Adjusting and Balancing** – trains in the process of verifying an HVAC system is designed, installed and calibrated as described in the Energy and Atmosphere section of LEED certification
- **Architectural** – trains members to install architectural sheet metal as cool roofs, or hot or cool walls

Together, Local 36 and our member contractors are making the world a safer and cleaner place for each and every one of our customers.

COMMUNITY INVOLVEMENT

TESTIMONIAL



“OVER THE PAST 11 YEARS, LOCAL 36 HAS DONATED MORE THAN \$150,000 TO ST. VINCENT HOME FOR CHILDREN, A RESIDENTIAL TREATMENT CENTER FOR ABUSED AND NEGLECTED CHILDREN. LOCAL 36 MEMBERS ARE CARING NEIGHBORS WHO GO BEYOND THE CALL OF DUTY IN BOTH THEIR PROFESSIONAL CAREERS AND IN THE COMMUNITY.”

LEE ANN TAYLOR, ST. VINCENT HOME FOR CHILDREN

THE FOUNDATION FOR A STRONGER COMMUNITY BEGINS WITH US

There's a reason Local 36 is so involved in the community. We helped build it!

Local 36 members are dedicated to making our community as strong as the projects we create. Take a look around the area on any given weekend; you'll find a Local 36 member – or a group of us together – donating time to make our community a better place to live.

Since our beginning over 120 years ago, we've made community involvement one of our biggest priorities. Our service is two-fold. First, we donate equipment, time and manpower to community building projects, especially the construction of new facilities for charitable organizations or for the clients they serve. These have included:

- **Rebuilding Together** – Local 36 assists Rebuilding Together in revitalizing neighborhoods through new construction and helping the elderly and disabled live independently in their own homes.
- **Habitat for Humanity** – Since 1993, Local 36 members have constructed homes for low-income residents.
- **Northeast Missouri Community Action Agency Weatherization Project** – Apprentices from Local 36 in the Columbia area have donated \$60,000 in labor costs to secure the homes of low-income families against the winter weather.

Our other focus is raising funds for worthwhile organizations. Our biggest fundraiser is our annual Local 36 Golf Tournament for St. Vincent Children's Home. In 2008 alone we raised \$20,000 for the organization, for a grand total of more than \$150,000 in donations in 11 years.

SINCE 1998, LOCAL 36 HAS DONATED MORE THAN \$1 MILLION TO LOCAL ORGANIZATIONS.



**SHEET METAL WORKERS'
LOCAL 36**

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