



THE PIPELINE

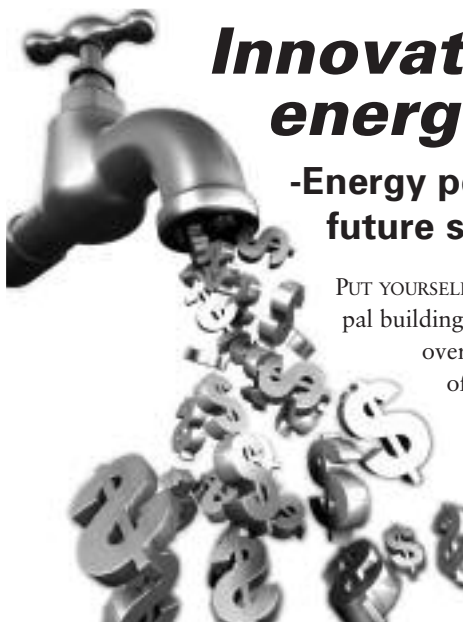
News and Information about the Eastern Massachusetts Plumbing Industry • March, 2009

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Continuing Ed Requirements

All Mass. licensed plumbers MUST now complete six hours of continuing education before April 30, 2009.

See page 2 for more info.



Innovative concept saves energy—and budgets

-Energy performance contracting uses future savings to fund today's projects

PUT YOURSELF IN THE WELL-WORN SHOES OF A CITY MAYOR. Most of your municipal buildings are aging, and the city's energy infrastructure needs a major overhaul. Water and energy costs are rising and taking a big chunk out of your budget. Yet, tax revenue and state aid are shrinking amid the global economic downturn, and capital improvement projects are cost prohibitive.

You're caught in a catch-22: The longer you delay fixing your energy systems, the less efficient they become—and the more money you spend on fuel, water, and maintenance; but, the more dollars you waste on inefficient energy systems, the less money you have to spend on upgrading your infrastructure.

What's a beleaguered city official to do? How about paying for today's energy and water system upgrades with tomorrow's energy and water savings? With no money down? And get this, Mr./Ms. Mayor: Your city's future savings are *guaranteed*. Sound like a too-good-to-be-true Ponzi scheme? Hardly.

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Union building trades find voice at The Construction Institute

"We do it right the first time" is the tagline used by the United Association, the parent organization of Boston Plumbers Local No. 12. It's a phrase that could also describe all of the union building trades in Massachusetts. It summarizes the extensive training, commitment to safety, and other benefits that the unions make possible and expresses the considerable value that its signatory contractors and workers bring to project owners. The Construction Institute, which launched in 2005, helps advocate for and promote union construction by telling the story behind the tagline.

The Institute began with the Construction Safety Alliance, a highly successful organization backed by the Massachusetts Building and Construction Trades Council that brought the state's labor groups and contractors together in 1998 to advance construction safety issues. In late 2005, the mission of the Alliance was expanded and folded it into The Construction Institute.

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Plumb the line or pay the fine

Violators beware. There may not be a new sheriff in town, but the sheriff has a new and more powerful weapon to uphold the law. And scofflaws could find themselves busted.

Under a system recently enacted by the Commonwealth, state plumbing inspectors who discover infractions in the field can now issue citations on the spot. Previously, they had to report violators who would typically face the charges at a hearing three months or more after the occurrence. "At that point, it wasn't hot on the plate," says Paul Kennedy, chairman of the state's Plumbing Board.

The fines can range up to \$1,000 for the first offense and up to \$2,500 for subsequent offenses. Among the code violations for which plumbing inspectors can issue tickets are improper materials, insufficient number of journeymen plumbers at a job, and lack of proper permits. The viola-

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Catching up with the Building Trades president

Asked to summarize what he does as president of the Massachusetts Building Trades Council (MBTC), Frank Callahan, Jr. starts to tick off some of his responsibilities. Realizing he cannot easily condense his job description, however, he shrugs and says, "It changes day to day—like a construction site."

The analogy is telling. Callahan welcomes the variety of challenges each day brings. But what really motivates him are the more than 75,000 men and women who work at construction sites throughout Massachusetts. The MBTC, with Callahan at the helm, represents the plumbers of Local 12 and the other members of the state's 74 building and construction trade unions. The MBTC helps negotiate project labor agreements, works with contractor associations, speaks with the media, acts as a primary point of contact for political action, and performs many other functions as the spokesperson for the union side of the industry.

In 2007, Callahan succeeded Joe Dart as the MBTC's president. Prior to that, he served as the organization's legislative director. During his first couple of years as president, Callahan has been honing his vision for the MBTC and setting its agenda. Public relations, he feels, is a critically important part of the organization's mission. "Let's face it," Callahan says. "We've done a lousy job telling the union story. We need to focus on the positive. And there is plenty that is positive."

To that end, he's been compiling information about the unions' role as a major player in the economy. For example, Callahan has been able to determine that among its members and their families, the state's building trade unions provide health insurance for over 200,000 individuals. That helps make a persuasive argument when negotiating with the healthcare, pharmaceutical, and life science industries to use union labor for their building projects. Likewise, construction trade union pension plans have more than \$9 billion invested in state funds and the unions donate tens of millions of dollars in cash and volunteer-hours to charities. "Despite our image, we're a force to be reckoned with," says Callahan.

To help get the union word out, Callahan is working with The Construction Institute (see related story elsewhere in this issue) and its "Built Best" labor-management program.

Used to tout the many benefits that union contractors and craftspeople bring to construction projects, Callahan says that the "Built Best" brand is a great tool to use with municipalities, project owners, the media, and legislators.

Focusing on key sectors and legislation

The MBTC, Callahan says, is targeting four primary sectors as it seeks to help increase union market share: hospitals and healthcare, higher education, the life sciences industry, and the public construction markets. To help change the mindset of hospitals and other medical industry project owners, Callahan tells them, "We think it's unconscionable that you're contracting with non-union workers who don't receive healthcare."

While that message is well received, Callahan says that some owners think their buildings *are* being constructed with union contractors, even though it's not entirely true. For example, Callahan had to explain to officials at Genzyme that some of the subcontractors working on one of its new research facilities in Framingham, such as the electrical and HVAC workers, were non-union. While the general contractor had assured Genzyme that it was a union project, only 50% of the workers actually belonged to a union.

In addition to promoting trade unions with owners, the MBTC continues to pursue state legislative issues to help level the playing field between union and non-union contractors and improve working conditions and benefits for all building trades workers. Callahan is helping to champion legislation, for instance, that would require all contractors to offer legitimate apprenticeship training programs in order to bid on public projects. Also, if the Commonwealth or cities offer private companies tax incentives such as TIFs to locate in the state, Callahan is working on legislation that would require the companies to follow public policy standards, such as offering a prevailing wage to the workers who construct their buildings. "The incentive dollars shouldn't just be going into the pockets of the companies' top executives," Callahan says.

As the MBTC's legislative director between 1996 and 2007, Callahan had great success on Beacon Hill. Among the legislation he helped guide through the State House was a wage enforcement act in 1998 that made it easier to pursue civil penalties against delinquent contractors. In 2004,



FRANK CALLAHAN, president of the Massachusetts Building Trades Council.

Callahan was successful in helping to pass public construction reform legislation. The first major overhaul of the state's public bid laws in over twenty years, he says the legislation was a "great effort to clean up a lot of abuses in the public construction arena." Callahan is particularly proud of the state's OSHA 10-hour requirement for construction workers that he helped pursue. Enforcement of that requirement began in August 2008.

Looking ahead, Callahan is wary of the financial crisis that has gripped the nation. However, he points to the state's abundance of hospitals and colleges, its booming life sciences and pharmaceutical industries, and its favorable attitude concerning the use of union labor for public construction projects (thanks, in part, to the MBTC). Callahan therefore thinks the building trade unions in Massachusetts should fare better than the rest of the country. He cautions, however, that "better, is still relative because while most people agree things will get worse, no one really knows how much worse."



Continuing Ed Classes

Six hours **MUST** be completed by April 30, 2009!

IAPMO continuing education classes for both union and nonunion plumbers are offered at the Plumbers Local 12 Training Center in Boston.

To register or for more info, contact Joe Conley: joe.conley@iapmo.org or 781-803-2782

More projects calling for water reuse

When water bills were relatively low and stable, managing water as a resource wasn't a high priority. But with water and sewer fees climbing and warnings that fresh water will become scarcer, water is quickly becoming a precious commodity.

Driven by municipal restrictions as well as environmental, cost, and shortage concerns, many owners are seeking water reclamation systems for their new projects. The green systems are providing a new and growing source of work for plumbers.

Black water, which includes wastewater from toilets, is not targeted for reuse. However, plumbers are recycling rainwater and, sometimes, water from sinks. Known as gray water, the reclaimed water is not potable and is typically used to flush toilets.

The Center for Life Sciences, an 18-story laboratory and research facility in Boston that was completed in summer 2008, includes a water reclamation system. According to Joe O'Leary, president of project subcontractor Hamel & MacAlister Plumbing, his crew installed 30,000-gallon-capacity holding tanks on the ground floor to collect rainwater from the building's roof. The reclaimed water is chemically treated with chlorine and used for the facility's 160 water closets.

Hamel & MacAlister, a PHCC of Greater Boston member and Local 12 signatory contractor, also installed a water reuse system for a recently constructed Novartis building in Cambridge. That project has a capacity of 12,000 gallons and reclaims rainwater that is used to flush 50 toilets. The holding tanks have sensors that discharge excess water to the gutter and kick in city water when the levels are insufficient. "The Novartis sys-

tem has been up and running for over a year," O'Leary says, "and city water has been needed only on rare occasions."

Another recent project, the police station in Charlestown, has a smaller system that includes a total of 12 water closets and urinals served by a 2000-gallon rainwater reclamation tank. "The city designated the police station a green building and required the reuse system," explains Paul Kennedy, president of project subcontractor and PHCC of Greater Boston member, P. J. Kennedy & Sons, Inc.

Off the grid

Kennedy, who also serves as chairman of the State Plumbing Board, says that there are many regulations for water reclamation projects. For example, the state requires that the systems use a separate set of pipes, and that they be marked "Not potable water." Also, the systems must inject blue dye into the

water to distinguish it as reclaimed and not potable.

According to Local 12 Business Agent George Donahue, installing and maintaining the separate pipes, pumps, filters, and other features of water reuse systems can make them quite labor-intensive and costly. "The payback can take many years," he says. "But if water and sewer costs keep rising, we'll be seeing even more efforts to use water that's off the city grid."

Beyond the utility savings, there are tax benefits to reclaimed water projects, says Jim Polando, a senior associate specializing in plumbing and fire protection with WSP Flack +

Kurtz of Boston and a member of the American Society of Plumbing Engineers. Reusing water qualifies projects for LEED (Leadership in Energy and Environmental Design) Green Building certification. Polando, who has consulted on six water reclamation projects, says that he expects cities and towns will soon require water reuse for major developments as a matter of course. "We're going to need to become more serious about water conservation."

Kennedy agrees, and notes that as the technology improves, it's likely that costs for water reclamation systems will come down. "It's coming, and it's coming fast."

WELCOME

We are pleased to welcome the following signatory contractors

All-Pro Plumbing & Heating, Bradford

J1 Core Drilling, Milton

M.J. Evans Plumbing & Heating, Gloucester

TMC Mechanical, Inc., Braintree

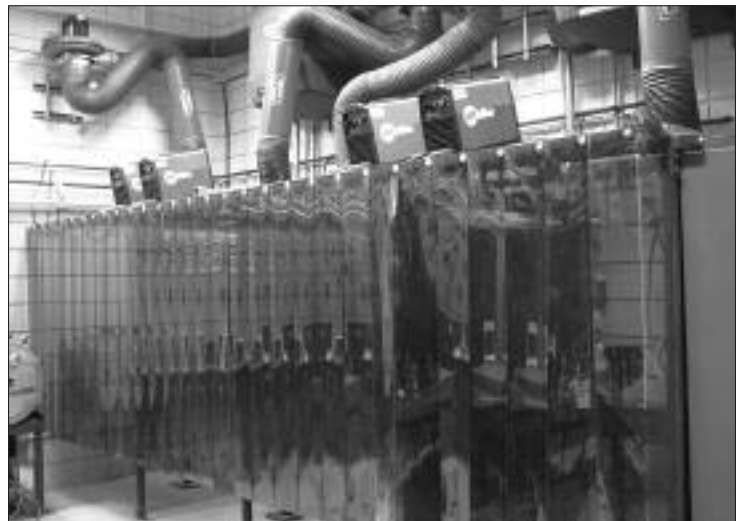
Local's welding shop renovated

With the addition of four welding booths and a number of other improvements, the welding shop at Local 12's training center is now able to accommodate more students and offer more and better resources. For example, the renovated facility allows the training center to add mechanized inert gas (MIG) welding as part of its curriculum.

According to Rick Carter, director of the training center, improvements to the expanded welding shop, which now has 22 booths, includes a new extraction system and more efficient lighting. Both journeymen and apprentices use the shop to train, assess skill levels, and take tests with certified welding inspectors. In addition to MIG welding, the shop offers shielded metal arc (stick) welding, tung-

sten inert gas (TIG) welding, and other major processes. Local 12 members can get certified to American Welding Society (AWS) standards.

"We're proud of our welding shop," Carter says. "It's state of the art and reflects our commitment to providing the very best training for our members."



Local 12's new welding booths and equipment



MARY VOGEL, executive director of The Construction Institute.

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Working with labor and management from the state's fifteen building trades, including Plumbers Local 12 and the PHCC of Greater Boston, TCI achieves its goals through three broad avenues: research, communication, and education. According to Mary Vogel, the organization's executive director, research is key in telling the union story. "We want our campaign to be proactive and positive," she says. But the organization discovered that there weren't many quantitative studies available to support the benefits of union construction.

Research leads the way

To fill the void, TCI is partnering with universities and funding research projects. A recent study conducted by U-Mass Boston that compared union and non-union apprenticeship programs, for example, concluded that union programs enroll the majority of building trade apprentices and have higher graduation rates than their non-union counterparts.

A new TCI study will explore the fiscal and socio-economic consequences of unionization in construction. And an upcoming study to be conducted by Cornell University will assess the financial impact of union construction in Massachusetts.

Capitalizing on its research results, TCI recently hired a communications director to develop a public relations program. "Our goal is to get as much good press about the accomplishments of the union construction industry, including its superior value, safety, and quality," says Vogel. Positive articles have appeared in publications such as the Boston Business Journal.

Accident-free job sites

TCI hasn't abandoned its original focus on workplace safety and health. It offers educational outreach such as OSHA training courses and supports initiatives like BuildSafe New England, a program on which Vogel is especially keen. "The real purpose of BuildSafe," she says, "is to change the industry's mindset from one that accepts injuries to one that believes it's possible to have accident-free job sites."

Vogel's support of BuildSafe isn't surprising. She is a lawyer who has represented labor unions for many years and has worked on health-related issues such as helping workers exposed to asbestos. Now, she's excited about her role with TCI and the impact the organization is making. "Ultimately, we want to increase union construction market share," says Vogel. "I believe a stronger union presence reaps benefits for the larger community."

"We want our campaign to be proactive and positive."

Building relationships along with plumbing systems

According to Doug Howard, it's important to focus on current projects.

But, it's more important to keep the larger picture in perspective. "It's about relationships," says the president of D. R. Howard, Inc of Saugus, a Local 12 signatory contractor and member of the PHCC of Greater Boston. "And it's about generating and maintaining a team atmosphere."

For Doug, the team includes him, his managers, and his crew, as well as the general contractors with whom he has worked for a number of years. "They know us and trust us," he says, referring to contractors such as Shawmut Construction, Turner, and Tishman Construction Company. "And the reason they trust is because I've got a great group of plumbers."

Doug started the business in Revere with his father, Robert, in 1989. Both of them began as Local 12 apprentices and worked for Thomas G. Gallagher of Cambridge, also a member of the PHCC of Greater Boston. Before they branched off on their own, Doug was a foreman while Robert had worked his way up to vice president at Gallagher.

At first, the Howards ran a two-person shop. They sought hospital and lab work at projects that included Mass General Hospital and also did tenant fit outs for clients such as Boston Wharf in South Boston. As the business started to grow in the 1990s, the father-and-son shop gradually took on twelve employees. Robert passed away a few years ago, and Doug has been carrying on the family business.

Doug says that he likes to lead by example. "There's mutual respect," he says. "If they're looking out for my best interests, I'll absolutely look out for them. It's a two-way street."

Investing in his employees

One of Howard's employees is Gregg Petersen, a recent graduate of Local 12's apprentice program and a finalist in the UA's Apprentice of the Year contest (see article elsewhere in this issue). Seeing his potential, Doug placed Gregg second in charge of the Copley Hotel project.

"It's an investment," Doug says, referring to the responsibility he's given the apprentice. "But I know I'll get a good return, because he's talented and motivated, and I can train him to best serve our company."

Doug recently moved his shop to Saugus and now has 34 employees. Helping him in the front office are his brother, Scott Howard, vice president, as well as Dan DiMento and Tom Regan, who handle estimating. D. R. Howard has been focusing on hotels, restaurants, colleges, and corporate institutions. Recent projects have included the Copley Hotel in Boston, California Pizza Kitchen, The Cheesecake Factory, and dormitories at Wheelock College and Harvard University.

D. R. Howard is not immune to the sour economy. While he'd like to expand when conditions improve, he says that he's focused on weathering today's challenges. "I have a tremendous group working with me. And I'm working hard to keep my team together."

The history of plumbing has a future

-The Plumbing Museum reopens in Watertown

IT'S THE ONLY KNOWN PLUMBING MUSEUM IN THE WORLD. And it's in our backyard. Thanks to J.C. Cannistraro and the PHCC of Greater Boston, it continues to remain in our backyard.

Opened in 1979 by Charles Manoog, the American Sanitary Plumbing Museum welcomed visitors from all over the world to learn about the history and evolution of the industry. For the past twenty years, Charles' son, Russell, and Russell's wife, Bettejane, operated the Worcester museum. Facing retirement, the Manoogs wanted to entrust their incredible collection of plumbing tools, materials, fixtures, literature, and other artifacts so that the museum could continue to chronicle the industry.



Keenly interested in presenting and preserving plumbing history, Hugh Kelleher, the executive director of the PHCC of Greater Boston, has long been a champion of the museum. "It reminds us of all that American plumbers and manufacturers have accomplished over the past several centuries," Kelleher says. "It's important to show the ways our trade has helped build a country where every American can count on safe drinking water and reliable sanitation facilities." Concerned about the museum's fate, Kelleher sounded the call, and John Cannistraro, Jr. answered.

Bathrooms from different eras

Cannistraro, who serves as president of the PHCC of Greater Boston, agreed to host the museum at the Watertown headquarters of his family's company, J.C. Cannistraro.

"We're thrilled to keep it going," he says. "We look forward to telling our industry's story for many years to come."

Re-dubbed The Plumbing Museum, the facility presents a number of exhibits, including: a graphic timeline along one wall depicting significant milestones, an overview of plumbing systems and technology, a display depicting bathrooms from different eras, and a machine shop that features live demonstrations. Interspersed among the exhibits are fixtures, fittings, and items, some dating back to the 18th century.

The striking building which houses the museum has its own storied history; the circa-1842 structure, boasting exposed bricks and beams, was originally an icehouse for the Metropolitan Ice Company. Cambridge Seven Associates, which handled some of the exhibit design, took advantage of the building's high ceilings and open spaces. A loft area, for example, includes a library of industry-related books and periodicals



AT THE GRAND REOPENING of The Plumbing Museum in January 2009 are (top, L to R) Hugh Kelleher of the PHCC, John Cannistraro of J.C. Cannistraro, (bottom) Russell Manoog and Bettejane Manoog. The Manoogs operated the museum in Worcester.

The museum also features whimsical graphics and casts a playful vibe. For instance, the hallway outside of its public bathrooms is filled with public bathroom signs from around the world. And bold block letters high atop one of the museum's walls declares: "In Hot Water."

The Plumbing Museum had its grand reopening in January 2009.



GOVERNOR DEVAL PATRICK visited Plumbers Local 12 and addressed the Mechanical Allied Crafts (MAC) Council. (L to R) Lt. Governor Tim Murray, Local 12 Business Manager Kevin Cotter, and Patrick.

The Plumbing Museum

80 Rosedale Road
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thep plumbingmuseum.org

IAPMO to establish MA chapter



GORDON MacEWAN, the field service manager for IAPMO's New England region.

In 2002, the International Association of Plumbing and Mechanical Officials (IAPMO) became the sole provider of continuing education for plumbing and gas inspectors in the state. In response to the Massachusetts initiative requiring continuing education for all licensed plumbers, which went into effect in May 2008, the local IAPMO office developed one of the primary continuing education programs in the Commonwealth. In early 2009, IAPMO officially kicked off a Massachusetts chapter of the organization. With all that is going on, Gordon MacEwan, the field service manager for IAPMO's New England region, is one busy guy these days.

Recruited by IAPMO to help coordinate continuing education classes for plumbing and gas inspectors after the state made it a requirement, MacEwan says that in the seven years since the classes began, there's been more consistency in the way inspections are being done. He is hopeful that the plumbers' continuing education classes will also bring additional consistency and continuity among plumbers and between the inspectors and plumbers.

According to the new Mandatory Continuing Education requirement that is part of the Commonwealth's licensure standards, Master and Journeyman plumbers will need to complete 12 hours of education classes in order to renew their licenses in 2010 and thereafter. (It is six hours for gasfitters.) Plumbers reapply for their licenses every two years, and the 12-hour class requirement is divided into two six-hour blocks that plumbers need to take each year of a two-year cycle. That means plumbers are required to complete six hours of classes between May 1, 2008 and April 30, 2009, and another six hours during the year starting May 1, 2009.

Continuing education for plumbers too

IAPMO has been running about two continuing education classes for plumbers per week, including one per week at Local No. 12's training center, since the program began in May. Joe Conley is the New England Regional Trainer for IAPMO and heads the new continuing education program. The organization has 15 instructors crisscrossing the state to present classes.

MacEwan says that the program is going well, but he's concerned that many plumbers may be procrastinating. In the first six months since the program began, around 25% of the state's approximately 12,000 licensed plumbers had taken continuing education classes according to the State Plumbing Board. That means 75%, or about 9,000 plumbers, will need to take classes before the end of April 2009. And if the procrastinators think that they could put it off until later in 2009 or early 2010 and take the entire twelve hours during the second year of the two-year license term, they'd better think again. The curriculum changes annually, and only six hours of credits will be avail-

able during any period.

"By law, class sizes are limited to 49," MacEwan notes. "So plumbers could get shut out if they wait too long." In addition to the classes at Local 12 (which are open to union and non-union plumbers), IAPMO has been holding classes in conjunction with municipalities, colleges, hospitals, and other locations. "We're flexible, and we'll try to make it as convenient as we can," says MacEwan. With time running out in the first year of the continuing education requirement, his advice is simple: "Sign up as soon as you can, and take the classes." For more info about IAPMO's continuing education program, contact Joe Conley: joe.conley@iapmo.org or 781-803-2782

Bay State chapter coming

There are about 100 IAPMO members in the state. Most of them are inspectors, but the group includes contractors, manufacturers, and members of the trades as well. The core group of members helped kick off a new Massachusetts IAPMO chapter in early 2009 at a statewide meeting. "Kevin Cotter (Plumbers Local 12 business manager) was a driving force in getting the chapter going," MacEwan says. "He knows the new IAPMO chapter will be good for the industry, and we're extremely grateful for his support."

MacEwan plans to develop regional chapters within the state as well and hold smaller meetings with members from the western, southeastern, and other areas of Massachusetts. He hopes the increased visibility will help attract new IAPMO members. "Our goal is to bring the community closer," says MacEwan.

IAPMO currently offers two four-hour classes for inspectors each year, which fulfills eight of the required 12 annual credits they need in order to stay current and renew their licenses. To

earn the other four credits, the IAPMO chapters will offer continuing education units (CEUs) by presenting plumbing board-approved seminars with guest speakers at its meetings. MacEwan likens the presentations to "elective classes." IAPMO will act as a liaison between the inspectors and the state plumbing board and process all of the paperwork to document the CEU credits. It will also offer supplemental programs for other trade association chapter members.

For more info about IAPMO and its new Massachusetts chapter, contact Gordon MacEwan: Gordon.MacEwan@iapmo.org or 781-834-8900.

Inspectors to issue tickets

Continued from p. 1

tions are filed on record.

"This important tool gives inspectors the means to better enforce the code, protect the public, and ensure a more level playing field," says Kevin Cotter, Plumbers Local 12 business manager. He says that among the infractions of unscrupulous contractors, they sometimes use more apprentices on a job than the one-to-one, journeyman-to-apprentice ratio required by law. Because of the apprentices' lower pay rate, dodgy contractors can pocket more profit. "But the code is clear," says Cotter. "Apprentices are there to learn. Now, when inspectors discover job sites that are out of compliance, they can immediately write a ticket and cite the contractor."

Kennedy says that the state introduced the ticketing provision to enforce the law, not to make money. "Our fining system now has some real teeth," he adds.

Performance contracting gains momentum

Continued from p. 1

It's energy performance contracting, an idea that began in the late 1970s, but has gained a lot of momentum recently. In Massachusetts, the concept really began to take off after legislation was passed in 2006 to reform the often-cumbersome request for proposals (RFP) process for energy systems improvements with a more streamlined and abbreviated request for qualifications (RFQ) process. With municipal budgets taking a beating and demand growing for green technology and resource conservation, energy performance contracting makes more sense than ever.

Capital improvements without capital outlay

In a typical RFP scenario, a municipality or other public entity develops the specifications for a project, solicits bids, and typically assigns the job to the company submitting the lowest-cost proposal. Using the procurement process made possible by the performance contracting legislation, both the energy service companies (ESCOs) and the public agencies seeking to upgrade their energy infrastructure virtually ignore the initial costs of projects in favor of emphasizing the projects' life-cycle costs, including projected energy savings, over time.

In fact, using the alternative financing options that are the hallmark of energy performance contracting, the initial costs of a project could be zilch. By delaying payments for a year, for example, a public agency could apply the accrued energy savings—also known as “energy cost avoidance” in ESCO lingo—in the first twelve months to its initial payment at the beginning of the second year. By amortizing the project costs over time, the ongoing energy savings could provide a substantial chunk, if not all, of the payments.

“The process is straightforward and easily administered,” says Leo McNeil, regional director for New England Trane, one of the ESCOs serving the area. He should know. McNeil initiated the RFQ legislation, which Governor Mitt Romney signed into law in February 2006.

An ESCO can provide soup-to-nuts assistance for an energy services overhaul. According to the provisions of the law, a municipality or other public entity can issue an RFQ and select an ESCO in as little as eight weeks. Once the ESCO is in place, it develops an audit agreement in conjunction with the municipal representatives. The ESCO conducts an audit and compiles a target list of facilities and suggested infrastructure improvements along with a funding plan. “We help structure the optimal funding approach for the project, which is typically a tax-exempt municipal lease,” McNeil says. The financing is usually arranged by the ESCO with a third-party lender.

Once contracts are signed, the ESCO takes full responsibility to design and install the systems. It also handles training, service, and maintenance. The ESCO has a vested interest in the long-term success of the project, since it is on the hook. As part of their agreements with project owners, ESCOs guarantee energy savings or pay them the difference.

After drafting the RFQ legislation, McNeil assembled a coalition of supporters, including organized labor, to help ease its passage. Groups such as the Massachusetts Mechanical Allied

Crafts Council and Boston Plumbers Local 12 support the concept because its members stand to gain a lot of work as cities and towns make long overdue upgrades to their energy systems. ESCOs such as Trane bring in local subcontractors to do the plumbing, electrical, and other work.

Mayors have to heat schools

“Most cash-strapped communities are putting band-aids on old boilers,” says Kevin Cotter, Plumbers Local 12 business manager. He knows that there are plenty of boilers—as well as sinks, toilets, and lots of other aging, wasteful fixtures—that need to be replaced. And Cotter is intrigued by the flexibility that performance contracting gives public officials to upgrade their energy systems.

In fact, during a recent visit by Governor Deval Patrick and Lieutenant Governor Tim Murray to Local 12's union hall in Boston, Cotter briefed the governor on the merits of performance contracting and the RFQ process. “Governor Patrick is forward-thinking, and he's looking at wind, solar, and other energy alternatives. Meanwhile, mayors have to heat schools,” Cotter says.

There are a lot of schools and other municipal facilities across the state. So what kind of an impact might performance contracting make? “If more municipalities understood the concept better, there would be a lot more projects happening,” says Harry Brett, Local 12 business

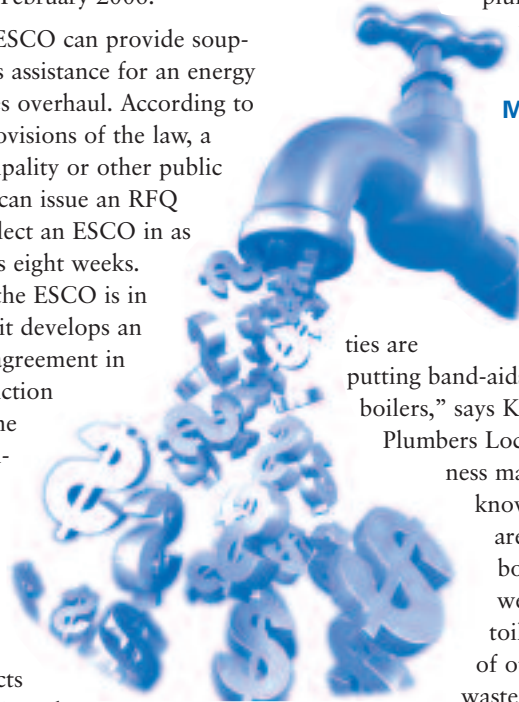
agent. To help spread the word, Brett and his Local 12 colleagues have been conducting meetings.

For example, Brett recently met with the mayor and other representatives of Haverhill to explain the RFQ and performance contracting process. They also talked about Quincy, the first community to work with an ESCO under the new legislation. Among the changes made as part of its project, Quincy switched its electric heating systems to more efficient hydronic heating. According to the terms of its ESCO contract, Quincy is anticipating at least \$1 million in annual utility savings. “Haverhill was receptive to the benefits performance contracting could bring to its city,” Brett says.

By McNeil's account, if every community proactively addressed their energy infrastructure needs and implemented a \$1 million project, there would be \$331 million of new work. He thinks the improvements backlog is much greater, however, and says that the projects undertaken to date have ranged higher, sometimes considerably higher, than \$1 million. “\$331 million is a very conservative estimate for a market that could easily approach \$1 billion statewide,” says McNeil.

Among the municipalities and agencies in the process of developing performance contracting projects are the Boston Housing Authority and the cities of Brockton, Lowell, Worcester, and Fall River.

For more information about ESCOs and performance contracting, visit the Web site of the Commonwealth's Division of Energy Resources (DOER).



Local 12 apprentice goes to UA contest finals



GREGG PETERSEN directs a crane operator during the contest.

It took years of training and preparation. He emerged victorious at local and regional competitions. And he moved on to join other top-level competitors at a big summer event for a grueling schedule of contests. No, it wasn't the Summer Olympics in Beijing. But recent Plumbers Local No. 12 apprentice graduate Gregg Petersen did travel to Ann Arbor, Michigan to participate in the United Association's Apprentice Contest. While he didn't get the gold medal (an apprentice from the Chicago area took the top honors), Petersen performed admirably.

The road to Ann Arbor began earlier in the year when Petersen aced a written test given to Local 12 apprentices. In May, he and other top scorers from the state vied for the title of Massachusetts' top apprentice in a practical competition. The Local 12 finalists also included Victoria O'Connor, Joseph Galvin, David Mann, and Tom Hannon, Jr. A panel of judges, which included master plumbers, instructors, and vendors, evaluated the competitors in areas such as accuracy, measurement, and venting.

In June, Petersen represented the state in a District One regional event, which included UA apprentices from the New

England states plus New York, New Jersey, and Delaware. Held at Plumbers Local No. 51 in Providence, Rhode Island, the two-and-a-half-day competition tested many skills, including the plumbing work for an entire bathroom.

"Hats off to Local 51," says Petersen, who was impressed that the event's organizers were able to develop a completely different set of contests, including the bathroom mock-up, than the year before. The apprentice also participated in District One's 2007 UA competition. "I had no competitive advantage from one year to the next," Petersen added.

For the second day of the contest in Rhode Island, the apprentices had to show their rigging skills by directing a crane operator to rig a pump to a two-story structure set up in Local 51's parking lot. "It was very challenging," says Rick Carter, Local 12's training director, explaining that the off-balance pump was much heavier on one side. "I thought it would have been difficult even for seasoned journeymen."

From a mouse to a monkey wrench

Winning the Division One UA Apprentice contest "took everything I learned at Local 12," Petersen says. Older than the average apprentice, the 38-year-old Petersen came to the Local's training center after working for



RICK CARTER, Local 12's training director, with Petersen.

a number of years as a software engineer. When the dotcom bubble burst, he wanted to change careers for something more stable. "I was fed up with the corporate world and always liked working with my hands," Petersen says.

Having recently finished the five-year training program, Petersen says that he's amazed by how much is involved in becoming a union plumber. He credits Local 12's instructors for "going above the call of duty." Apparently, the feeling is mutual.

Plumbing Board Update: PVC

Among the issues that have come before the Massachusetts' State Plumbing Board recently is the use of PVC and whether the material should be approved for commercial projects in the Commonwealth. Hearings to review the pros and cons of PVC essentially boiled down to cost versus safety.

"In the end, safety won out," said Paul Kennedy, chairman of the Plumbing Board. The law regarding PVC use, which is allowed in buildings up to ten stories, will remain unchanged. Proponents of expanding its use argued that plastic is a lot less expensive than metal piping and fittings, which have seen huge price increases recently. Switching to PVC would bring construction budgets down and relief to contractors and project owners. The toxic fumes that PVC can emit during a fire, however, trumped its cost savings.

"We heard testimony from an MIT professor who explained the hazardous gases that PVC gives off when it burns and melts," says Kennedy. Containing the fumes, which can spread quickly, is also a major concern. Citing the danger that PVC poses in commercial buildings, such as shopping malls, which have high occupancy but are below ten stories, representa-

At the graduation ceremonies, Petersen won the Spirit Award for his class. Carter says that Petersen got the honor for supporting other apprentices and for being a good union brother. Inspired by his experiences at the training center, Petersen says he hopes to give back to the union and teach some classes himself someday.

Petersen is working for Local 12 signatory contractor and PHCC of Greater Boston member, Douglas R. Howard, Inc. of Saugus.

tives of the Boston Fire Department petitioned the board to consider restricting the use of PVC even more than the current law. "There wasn't strong sentiment to change the PVC law, either way," Kennedy says.

Paul Kennedy is chairman of the Massachusetts State Plumbing Board and is the president of P. J. Kennedy & Sons, Inc., a PHCC of Greater Boston member and a Local 12 signatory contractor.

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